*The*
# CHEMIST AND DRUGGIST
*for* RETAILER — WHOLESALER — MANUFACTURER
**SEPTEMBER 23, 1950**

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*Index to Advertisers pp. 5 & 6*

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# NEWS OF THE WEEK

**mports of Stearic Acid.**—During the od October 1 to December 31, individ- l licences will be granted for the im- tation of limited quantities of double- triple-pressed stearic acid.

**Currency for Quinine Purchases.**— e Economic Co-operation Administration earmarking a large sum of money in eign currencies for the purchase of nine as part of a strategic materials gramm .

**Drawback on Toilet Paper.** — By an der (S.I., 1950, No. 1519), the period which drawback is allowed on cer- n kinds of imported paper for toilet s and packets has been extended by six nths from September 15. The rate of wback is now £11 instead of £10 per

**National Chamber of Trade.** — Among resolutions tabled at the autumn con- ence of the National Chamber of Trade, gness, September 23-27, are two deal- with purchase tax. They urge the Government to take steps to afford retailers a rebate on tax where it is reduced or removed from an article.

**Manx Levy on Prescriptions.**—The Manx legislature passed an amendment to the National Health Act on September 19 authorising patients in future to pay their doctor sixpence per prescription form. Patients will also have to provide their own containers.

**Scottish Chemists' Fight.**—The Pharmaceutical General Council (Scotland) in a reply to Mr. Hector McNeil's statement on chemists' withdrawing from the National Health Service (see *C. & D.*, September 16, p. 340), states that the Council has made it abundantly clear to the chemists of Scotland what is involved in this fight, and that the Minister can be assured there is no lack of appreciation of the position so far as they are concerned. The chemists on their part feel, however, that Mr. McNeil is under a misapprehension. In an endeavour to remove it they have on

three separate occasions asked him personally to receive a deputation of their representatives. The statement concludes: "The public should know that Mr. McNeil has persistently refused to meet them in person. The chemists have always been anxious to go to arbitration but let the Secretary of State withdraw his cut and not try to prejudice the position."

**Hospital Dispensing Assistants' Salaries.**—The following salary scales for assistants in dispensing employed by regional hospital boards, etc., are to be put into operation immediately, with effect from July 5, 1949, following an award by the Industrial Court in May:—Assistants aged sixteen to twenty-one, £110 to £235 per annum; twenty-two and over, £290 x £10 to £370. At any point in the scale from age eighteen onwards, £15 per annum is added if the assistant holds one of the following qualifications:—(i) The certificate of the Society of Apothecaries of London; (ii) the dispensing certificate of the R.A.M.C. or R.A.F.; (iii) A qualification approved by the Minister of Health or Secretary of State for Scotland as being equivalent to one of these qualifications; (iv) a certificate given by the employing authority that the assistant is fully qualified to perform the highest duties appropriate to the grade. An addition of £10-£30 is made for London weighting. No payment is made for hours worked in excess of thirty-nine per week but time off in lieu is allowed.

## LOCAL NEWS

**Co-operative Societies Wages.** — The Co-operative National Wages Board has been notified that a wages application is to be made for pharmacy assistants and qualified personnel.

**Bradford N.H.S. Statistics.**—In its annual report for the year ended June 30, the Bradford Pharmaceutical Committee gives the number of shops on its pharmaceutical list as 107; prescriptions dispensed, 1,689,555; amount received by contractors, £202,002.

**Delayed Payments Protest.** — At a meeting of the Hunts Executive Council on September 12, Mr. H. Osborne, M.P.S., protested against the time lag in chemists' payments from the Ministry. The matter had been raised before, when the time lag was about six months, but the delay had now increased, and on his last three accounts the balances represented 19, 11 and 20 per cent. of the total accou The Council decided to take no action investigations were proceeding.

**Works Sports Fête.**—The second ann sports day for the employees of Kemb Bishop & Co., Ltd., London, held Woodford Bridge, Essex, on September was attended by more than 1,000 ployees and friends. Despite unfavoura

weather at the start it was decided to p ceed with the varied programme of eve the fête being opened by Mr. J. E. Wh hall (chairman of the company). Foll ing the sports, refreshments were ser in a marquee, and subsequently prizes w presented by Mrs. H. F. Kemball (wif the managing director of the compa A concert was given later by the Cr Players, the amateur dramatic section the company's sports club.

**Swiss Pharmacists Entertained.**—S pharmacists and students, under the lea ship of Professor Casparis, University Berne, and Dr. Spilling (secretary, S Pharmaceutical Society), visited the exh tion "Medicine in 1850" at the Wellc Historical Medical Museum, London, on September 1. The Wellcome Resea Laboratories, Beckenham, Kent, visited a few days later, when the dire (Dr. J. W. Trevan) arranged a tou the physiological, chemical and ch therapeutic research units. Visitors subsequently entertained to luncheon Mr. C. Gordon Oakes (joint mana director, The Wellcome Foundation, L

**Edinburgh Chemists' Golf.**—The re of a competition played at Luffness rec were as follows:—Duncan, Flockhart kard, Mr. G. C. Cumming (24), 75 a a tie; Allenburys prize, Mr. H. E. G (6), 75; Bob Martin prize, Mr. H. Johnstone (11), 84; Best scratch score, J. B. McCraig, 80. The following are results of the final outing of the seaso Duddingston. Johnson & Johnson p (No. 1 section): Messrs. J. Ferguson

; R. F. Muir (6), 78; (No. 2 section), essrs. J. Martin (24), 76; W. A. M. urston (18), 79. Club prizes: (a tie), H. Scott (7), F. J. Forbes (5), and D. lay (1), 80. (No. 2 section): A. Fulton ), 81; C. C. Cumming (20), 83; R. R. frey (12), 85.

## IRISH NEWS

**N. Ireland Councillors Unopposed.**—e four retiring members on the Council the Pharmaceutical Society of Northern land (Messrs. S. E. Campbell, H. P. ossin, James McDowell and H. F. Moore) re the only persons nominated for elecn to the Council. They will therefore re-elected at the annual meeting of Society on October 2.

**Retiring Members Re-elected.** — The en outgoing councillors of the Pharmatical Society of Ireland were the only ndidates nominated for election to the uncil and will be declared re-elected for further period of three years at the anal meeting in October. They are Messrs. Fullam, P. F. McGrath, N. A. McKane, C. O'Neill, C. D. O'Shea, M. Power, J. Roche.

## OVERSEAS NEWS

**Danes Accumulate Medical Supplies.**—e Finance Committee of the Danish rliament recently allotted 60,000,000 nish crowns for the purpose of accumuing a reserve stock of medical and sany products, sufficient to cover the coun's requirements for six months.

**Greek Pharmaceutical Industry.**—The eek Ministry of Hygiene has decided send a special mission to the United ates to study new pharmaceutical proction methods, which will be introduced o Greece. The Greek Cabinet has deled that for the present the import, tribution and price-control of all pharceutical products shall be handled by Ministry of Hygiene instead of the nistry of Supply.

**German Pharmacists' Conference.**—conference of German pharmacists ld in Berlin, July 11-15 opened with address by Dr. Redeker (head of the alth Department, Bonn). Papers read luded: "Modern Galenicals" by Prosor Schenk, Berlin; "Common Problems Pharmacy and Medicine," by Dr. Seel; llergy," by Prof. Dr. Memmelheimer; d "Antihistaminics," by Dr. Lindner.

**British Trade Centre in New York.**—New headquarters for British industry in the U.S.A., the British Trade Promotion Centre, 677 Fifth Avenue, New York City, were opened on September 7. The Centre is being organised and managed by the British Commonwealth Chamber of Commerce in the U.S.A. Its main functions will be to provide information, advice and help to British industrial organisations and individual firms on any and every aspect of exporting British goods to the U.S.A.; and to represent the views of British industry, as occasion requires, to the American authorities and American business men.

**Persia Removes Duties.**—Dr. Jehan Shah Saleh, Iran's Health Minister, announced recently at a meeting in Istanbul of the World Health Organisation Regional Committee for the Eastern Mediterranean that the Persian parliament had abolished customs duties on insecticides and a number of drugs. The latter include quinine and other antimalarials, antibiotics, and bismuth and arsenical compounds employed in anti-venereal disease campaigns. Dr. Saleh invited all W.H.O. member states in the eastern Mediterranean region to follow the Iranian government's move and make "vital drugs" available at lower cost to their people.

**Free Medicines in Australia.**—Included in the list of drugs available under the new Commonwealth of Australia free medicine scheme (in operation since September 4) are insulin, the sulphonamides, penicillin and streptomycin. Among diseases treated under the scheme are pneumonia, epilepsy, tuberculosis in certain forms, heart diseases, arthritis, blood pressure, post-operative shock, diabetes, venereal diseases, diphtheria, asthma, gastro-enteritis, whooping cough, malaria, meningitis, blood poisoning, pernicious anæmia, septicæmia and post natal diseases. Chemists issue the listed drugs on production of two copies of a doctor's prescription, and are then reimbursed by the Commonwealth Government. The chemist is allowed to charge for delivery or in some circumstances a late fee. Repeat prescriptions are provided for, and hospital inpatients and outpatients receive full benefits. It is estimated that at present about one prescription in ten in most States is for free drugs, but in Western Australia the percentage is as high as one in five. Australia's imports of drugs and chemicals in July were £1,308,000 compared with £906,000 in July 1949.

# THE WEEK IN PARLIAMENT

Mr. J. Morrison asked the Minister of Food, on September 18, the present stocks of orange juice, cod liver oil tablets, and other vitamin foods available to the public through his Department, as compared with a year and two years previously and at the end of the war. Mr. Maurice Webb gave the following details in a written reply (figures in thousands of units):—

| July | National dried milk | Cod liver oil | Vitamin A and D tablets | Orange juice |
|---|---|---|---|---|
| | tins | bottles | packets | bottles |
| 1945 | 2,959 | 1,955 | 405 | 4,184 |
| 1948 | 7,157 | 2,589 | 1,001 | 9,232 |
| 1949 | 5,249 | 2,404 | 667 | 7,663 |
| 1950 | 3,987 | 2,485 | 585 | 6,830 |

**Scottish Chemists' Remuneration.** — Mr. Henderson Stewart asked the Secretary of State for Scotland, on September 18, if he had any statement to make on his dispute with Scottish chemists.

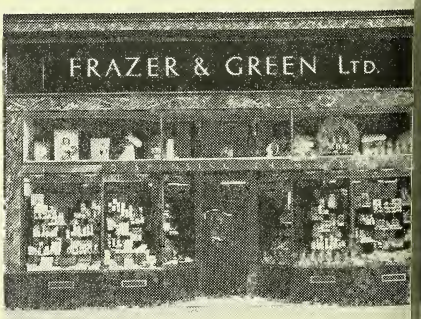
Mr. Hector McNeil: On examining the payment which had been made to chemists during the recent period I have formed the opinion that their rates of remuneration were too high and should be reduced. Negotiations were accordingly begun on the Whitley Committee and these are continuing. In the meantime, and as a purely temporary and provisional arrangement to protect the taxpayer, I have made a reduction of 8 per cent. in the payments otherwise due, since should negotiations or arbitration eventually lead to a reduction in the rates of remuneration I must have a legally competent method of implementing such a reduction retrospectively.

I regret that a considerable number of chemists have given notice of withdrawal from the National Health Service to take effect at the end of November. I cannot agree that this extreme action is warranted. I understand that the chemists' representatives do not object to the principle of retrospective application of any reduction in remuneration that may follow Whitley Council discussions but that they do object to the method by which the provisional cut has been made. I have been advised, however, by my legal advisors, that the only course open to me to achieve the end in view effectively and equitably was the one I have followed. I would emphasise that the cut is meantime a purely temporary arrangement which will in due course be superseded by such permanent amendmen if any, as may be required to give effe to the result of negotiations or arbitratio

I would appeal to all chemists to weig carefully this explanation given again an consider whether the very small differen of opinion between us on method justifi their withdrawing their services before t result of negotiations or arbitration known. I propose to invite the represe tatives of the chemists to meet me in t near future.

**National Service of Students.** — M Henderson Stewart asked the Minister Labour, on September 18, what action h been taken to mitigate the hardship su fered by National Service men who h arranged to begin university studies in O tober, but would now be prohibited fro doing so by the extended period of N tional Service. Mr. George Isaacs r plied that arrangements had been made f the early release of the men.

Mr. S. Marshall asked whether t Minister of Labour would take steps reduce the number of National Servi men now granted deferment or exempti on various grounds, so that as large possible a number of them should co mence their service before their nineteen birthday. Mr. Isaacs replied that th who wished to defer their National Servi until they had completed a recognised a prenticeship or an approved course of stu should be enabled to do so.




**COMPLIMENT TO CONFERENCE.—The new sh front at the Charing Cross, Glasgow, branch Frazer & Green, Ltd., was carried out according plan in time for the British Pharmaceutical Con ence Glasgow meeting, September 4-9, held ma in the nearby St. Andrews Halls. An archite sketch of the new front was reproduced in C. & D. Annual Special Issue, June 25.**

# TOPICAL REFLECTIONS

**nference Reports**

n spite of difficulties arising from the ent London printing-trade dispute—and ry journalist knows they have been forlable—you have assembled in your issue September 16 sufficient British Pharmatical Conference reports and illustrations give a good idea of the event. The orts confirm an earlier impression that Glasgow meeting has been one of the st successful in the long history of the nference. The gracious gesture of the rd Provost and Corporation of the city sending a representative with a farewell ssage to the closing session will be long nembered. Dr. Hampshire's tribute at same session to the Ladies' Committee luded the remark that the Committee ad assisted considerably with the finan- of the Conference." The significance this fact will not escape notice south the Border. When, in the traditional onghold of prudent finance, there is eradded to a treasurer a committee of ies, the result cannot fail to be perfecn. Your editorial comment (p. 347) on estricted circulation of science papers in vance calls attention to a deficiency ich given due foresight need not recur. may be that a nominal charge for such ofs is justifiable: members of the Conence who can with advantage use them uld not, I think, object to paying it. e social side appears to have been orously sustained during the five days otted, so much so that some of the older mbers may have cried (inwardly if not dibly) "Hold, enough!"

**negar**

A news paragraph on p. 337 calls attenn to a recent High Court ruling that describe "a solution of synthetic acetic d" as "non-brewed vinegar" constitutes false trade description. The arguments and against the application of the rd "vinegar," with qualification, to a ute acetic acid are so evenly balanced at only a High Court decision could tle the question. Had I been in the gal profession I should have been willing argue on either side. In THE CHEMIST D DRUGGIST, 1934.I.560, Dr. E. J. Parry ntended that "huge quantities" of ute acetic acid coloured with caramel d been purchased for a long time past "the poorer classes," and that this was heir staple vinegar." He suggested that a good sample of brewed vinegar might be accepted, not as a standard for purity but as an indication of delicacy of flavour; adding, however, that if the public weal required a particular standard, and if that standard could be enforced, standardisation should follow. After sixteen years a further step in legal definition has been taken. Etymologically, the term "vinegar" as used in this country is a misnomer, not quite freed from that stigma by prefixing the word "malt." "Alegar," which better indicates the nature of the product, would have been preferable.

**Haymarket Chemists**

It may be remembered that John Bell, founder of a famous London business established in Oxford Street, was apprenticed to Frederick Smith of 29 Haymarket, and became his son-in-law. Taking seven years as the normal period of apprenticeship in the eighteenth century, Bell entered Smith's employ in or about 1790. By chance I have lately discovered, in an unlikely place, more about Smith's business: three brief references to it occur in the late Mr. Reginald L. Hine's "Charles Lamb and His Hertfordshire" 1949). Then, as now, Haymarket was an important thoroughfare and possessed two theatres; it was, however, partly residential, Addison had lived there ("up three pair of stairs") early in his career. Smith set John Bell a pattern by marrying the daughter of his employer, a Mr. Oldham. In Oldham's day the shop acquired a secondary interest because of "a little dark parlour" behind it, frequented by literary men. Among them was Dr. Samuel Johnson, whose well-known fondness for tea caused Mrs. Smith, if she saw him approaching the premises, to put away hastily any tea-things that might be visible. Smith's brother Edward managed the business, we read, more than did the proprietor; so we may regard him also as a chemist. In your list of London chemists taken from Robson's directory for 1837 (*C. & D.*, 1937.II.179) I find the name of Joseph Smith, presumably a son or nephew of Frederick Smith, at the same address. Probably this street has since been renumbered. It was neither Smith nor Oldham, but Richard Siddall, a chemist in the adjoining Panton Street, who took part in the testing of James's Fever Powder and the rival specific of Schwanberg a few years earlier.

***Xrayser***

# PROPOSED OPIUM MONOPOLY

THE conference at Geneva on August 14 (see *C. & D.*, August 19, p. 233) marks a stage in bringing opium production into line with manufacturing requirements for morphine products. This is part of the overall control under a single convention which is being prepared under the ægis of the Commission on Narcotic Drugs of the United Nations. Agreement on the limitation and control of the cultivation of the opium poppy has been in abeyance since 1939. In that year a "draft" convention was prepared proposing alternative systems for allocating opium exports from production countries, viz:—

(i) The free order system; and
(ii) The quota system.

Under either system the total amount of opium to be produced by each producing country would be allocated by an International Control Authority and consist of:

(1) The amount to be exported each year;
(2) The amount needed for domestic requirements during that year;
(3) The amount to replenish stocks to the level consistent with normal trade requirements.

### International Clearing House

It was suggested that an international clearing house would greatly simplify and strengthen control and that consideration should be given to establishing an "International Purchasing and Selling Agency" (i.e., an international opium monopoly).

Progress with the 1939 draft was prevented by the second World War. On August 3, 1948 the terms of reference of the United Nations Commission for a "new single convention" included a single control body and provisions for the limitation of the production of narcotic raw materials. Progress was rapid in relation to opium. Representatives of the principal opium-producing countries met at Ankara in Turkey during November 1949, and agreed upon measures for limiting production to medical needs and preventing illicit traffic. From the brief reports of the recent Geneva meeting it is evident that the new convention will include the establishment of an international purchasing and selling agency. This fits in with narcotics control being vested in an administrative body to be known as the "International Control Authority" which is to combine the functions of the existing Permanent Central (Opium) Board and Supervisory Body.

The method of control of opium prod tion is primarily via a State monopoly each producing country. All internatio transactions in opium would pass thro the international purchasing and sel agency and participating countries wo agree not to import or export outside scheme. The furnishing of ann estimates would enable the administra authority to judge whether the pop growing areas were larger than necess for the requirements.

### Agency to Maintain Stocks

The agency by maintaining stocks co free the producing countries from the b den of regulating and maintaining sto including emergency stocks. Possibly the security of these stocks it might ob commercial credits for advancing money the exporting countries. The stocks n not be in immediate possession of agency since they could be kept in storage in the country of origin u actually needed for export. The diffi ties of limiting opium production may facilitated by foreign loans to aid the troduction of substitute crops.

# PROPRIETARY MEDICINES UNDER N.H.S.

A COPY of the list of advertised propriet medicines prepared by the Ministry Health (see *C. & D.*, September 16, 337) has been circulated to all doctors the National Health Service, together a letter from the Ministry's Chief Med Officer, asking the doctors to co-ope by not prescribing the listed items N.H.S. patients. Since the list was p lished, the Ministry has been advised the following preparations are not ad tised to the public and they are there to be deleted from the list:—

| | |
|---|---|
| Alka-Zane | Dalmas P.P.C. crean |
| Arthradol | Diuromil |
| Asthmasan inhalant | Estersil |
| Bronamalt | Evans' throat pastille |
| Cal-Bis-Nate | Glow-Well liniment |
| Caleno | Idozan |
| Cuprodine | Kaldrox adsorbent co pound |
| Dalmas adrenalin cream | Pneumodine |
| Dalmas anti-pruritic cream | Quinisan |
| Dalmas anti-rheumatic balm | Ralgex |
| | Sona inhalant and tal |

# VISED LIST OF APPLIANCES

EVISED list of the appliances and ical reagents that may be prescribed r the National Health Service from mber 1 is given in the N.H.S. eral Medical and Pharmaceutical ces) Amendment (No. 2) Regulations, (S.I., 1950, No. 1486). Additions to previous list supplied to chemists (see & D., 1948.II.441) include the wing:—

APPLIANCES

| | |
|---|---|
| cators | Insufflators |
| ings | Nipple shields (other than lead) |
| ges: | |
| haped | Perfusion fittings |
| ton or rayon and | Pinchcocks |
| astic | Portable urinals |
| ections | Sponge rubber |
| ls | Urine sugar analysis set |

CHEMICAL REAGENTS

| | |
|---|---|
| ostic solution- | Indicators required for measurement of *p*H of urine |
| ets of copper | |
| rdt's reagent | |
| s papers | Strong solution of ammonia |
| ra's reagent | |

plete specifications are being compiled inclusion in the December Drug f, but as that may not be available e operative date, a detailed advance of the specifications is being circu- during November. Prescribing of the sugar analysis sets and solution-tab- f copper is to be allowed forthwith. al specifications for those items are llows:—*Urine sugar analysis set:* tube, dropper, colour chart, instruc- sheet and analysis record, with one of 36 diagnostic solution-tablets of r, in a suitable container. Spare test hard glass, internal diameter mm. Spare droppers, glass, with rub- eat, fine-pointed, orifice 2 mm. Spare ction sheet and analysis record issued each refill of solution-tablets. Spare chart issued on request.

*v. Cupr. Diagnost.* (*Diagnostic solu- ablets of copper*): Copper sulphate rous, 0.01875 gm.; citric acid an- us, 0.30000 gm.; sod. hydroxide rous, 0.25000 gm.; sod. bicarb- 0.06250 gm.; excipient, q.s.

e Regulations also place some restric- from October 1, on the right persons hitherto had to transfer immediately one N.H.S. doctor to another. The of the restrictions is to require a fort- s notice of such change.

# LEGAL REPORTS

**Theft from Shop Counter.**—At Clerkenwell, London magistrates' court, recently, Allan S. C. Mitchell, described as an electrician, Reeds Place, Camden Town, pleaded guilty to stealing a bottle each of Phyllosan tablets, value 1s., from the counters of shops at 31 Camden Square, N.W.1, and 175 Canning Town Road, N.W.5. Mitchell declared that the tablets had been handed to him, though he admitted that he had not paid for them. Defendant was stated by his brother to have been in and out of mental hospitals for the past nine years. Conditionally discharging him, the magistrate told Mitchell he would be well advised to keep in touch with the Probation Officer.

**Pharmacy Act Fines.** — At Harrow, Middlesex, recently, Alexander John James, Bury Street, Ruislip, trading as Springfield Cash Stores, Springfield Road, Harrow, was fined £2, with £1 1s. costs, for selling poisons on premises not registered for the purpose. It was stated that James, who carried on business as a grocer, had been listed with the Middlesex County Council from 1946 to April 31, 1950. At the end of March he was sent the usual form from the County Council asking whether he wished to renew his listing. He replied that he did not wish his name to be retained on the list, and accordingly, on May 1, his name was deleted. On June 12, bottles of disinfectant were on display at his premises and a bottle, clearly marked "Poison," was sold to a County Council official.—At Newton Abbot, Devon, recently, Williamson & Treadgold, Ltd., Exchange Buildings, Upper Winton Road, Bournemouth, trading as Slade & Sons, Bank Street, Newton Abbot, pleaded guilty to a charge of selling a medicine containing poison without the supervision of a registered pharmacist. The company was fined £5 on that charge and a further £5 for selling the article in a container not properly labelled. The solicitor for the Pharmaceutical Society, at whose instance the prosecution was brought, stated that the inspector who purchased a bottle of a proprietary cough syrup at the Newton Abbot shop had been told by the manager that there was no qualified chemist on the premises but that he had obtained supplies of medicines from Torquay, where the firm had a pharmacy department which was controlled by a registered pharmacist.

# COMPANY NEWS

P. B. Cow & Co., Ltd.—Mr. Mark M. Heywood has joined the board as technical director.

Imperial Chemical Industries, Ltd. —The private placing has been made at par of £20 millions 4 per cent. unsecured loan stock, 1958-60. No application is to be made to the Stock Exchange for permission to deal in the stock or for an official quotation.

Sangers, Ltd.—Group trading profit for the year ended February 28 amounted to £460,319 against £385,669 the year before. After adding other income and deducting tax, £212,882 against £184,973, net profit is £254,743, compared with £204,043. £1,500 is tranferred to staff benefit fund (nil) and £40,000 (nil) to note redemption reserve. A second interim dividend of 20 per cent. makes 30 per cent. (the same) for the year; £279,245 (£258,273) is carried forward.

International Sponge Importers, Ltd.—Net profit for the year ended March 31 amounted to £15,066 against £22,899 in the previous fifteen months. An interim dividend of 2½ per cent. has been paid on the ordinary stock, and the directors propose a distribution of 2½ per cent. to ordinary stockholders out of the capital profits appropriation account to be paid on September 30. At the meeting on September 25 it will be proposed that the name of the company be changed to World Natural Sponge Suppliers, Ltd.

Beecham Group, Ltd. — Consolidated profit and loss account for the year ended March 31 shows home profits as £1,670,601 (against £1,411,743 in the previous year), and overseas profits as £1,333,354 (£740,834). After deducting sundry expenses and provision made for outside shareholders' interests, and £1,361,759 (£951,451) for taxation, net profit available for distribution is £836,771 (£663,223). Allocations of subsidiaries total £168,461 (£40,000) and those of the parent company £335,000 (£22,060). Total distribution on deferred shares is to be 40 per cent. (36 per cent.) and £101,917 is carried forward, plus £176,000 retained by subsidiaries, against £425,082 brought in, plus £174,458 retained. Of the principal subsidiaries, Macleans, Ltd., shows a net profit of £238,485, against £214,161 in the previous year; Beecham Macleans Holdings, Ltd., £408,002 against £284,322; Eno Proprietaries, L £410,635 against £302,203; A. F. Sh ley & Co., Ltd., £9,897 against £7,5 and Veno Drug Co., Ltd., £157, against £160,612.

## New Companies

M. Fine (Chemists), Ltd. (P.C. Capital £100. To carry on the busines manufacturers of and dealers in chemic drugs and medicines; wholesale and re chemists, etc. Maurice Fine and Ing Bury, directors. R.O.: 125 Denmark R Manchester.

Glaxo (Canada), Ltd.—Glaxo Lab tories, Ltd., announce that a Canad subsidiary company has been formed the purpose of expanding sales in Can Mr. Joseph Hutchinson, M.P.S., has b appointed managing director of the company and is accompanied to Car by Mr. L. A. Gullick, M.P.S., who been appointed a director. Sir Harry J cott is chairman and Messrs. Mau Hutton and H. W. Palmer are also m bers of the board. The registered o will be Saxony Building Duncan St Toronto, Canada.

# BUSINESS CHANGES

Mr. H. A. R. Binney, C.B., has appointed deputy director of the Br Standards Institution.

Courtin & Warner, Ltd., Lewes, sex, have appointed Mr. A. C. Stewa be their sales representative in London the Home Counties.

Madeleine (Houndsditch), Ltd., removing on September 25 to Im House, 111 Middlesex Street, Lon E.1 (telephone: Bishopsgate 8564).

Messrs. H. J. Hayward, M M.P.S., and W. H. Twyman, M. Blackheath, London, S.E.3, will trad Hayward & Twyman from October 1

The telephone number of Macwill & Ltd., 7 West Road, Kingston-on-Tha is Kingston 8558 and not as stated recent announcement by the compa

Mr. R. G. Cockburn, M.P.S., ha quired the pharmacy at Rounds, We borough, formerly owned by Miss A Gant, M.P.S.

Glaxo Laboratories, Ltd., Green have appointed Mr. O. F. Morgan, M to be their general manager, home department.

## MARRIAGES

IARTY—O'CONNOR.—At the Church of Sacred Heart, Donnybrook, Dublin, mas J. Harty, M.P.S.I., Tralee, to O'Connor D.S.I., Clonmore, Tralee.

IOBBS—STRATFORD.—At. St. Philip's rch, Upper Stratton, Swindon, on Sep- ber 11, Maurice George Hobbs, M.P.S., bury House, Roseberry Avenue, Yeo- to Elaine Mary Stratford, Swindon.

ING—MCMENAMIN. — At the Church the Sacred Heart, Donnybrook, Dub- recently, Geoffrey L. King, M.P.S.I., er Plunkett Road, Dun Laoghaire, to ra McMenamin, Dublin.

'BYRNE—O'SULLIVAN.—At the Church the Precious Blood, Clogheen, co. k, Seamus L. O'Byrne, M.P.S.I., Sut- Pharmacy, Sutton, co. Dublin, to Mar- t Mary (Pearl) O'Sullivan, L.P.S.I.

RICHTON—VEITCH.—At St. Cuthbert's sh Church, Edinburgh, on September Thomas Crichton, M.P.S., 53 Dreg- n Loan, Edinburgh, to Mabel Veitch, nburgh.

### Golden Wedding

USSONS-KIDD. — At Swinton, Lancs, sleyan Church, on September 12, 1900, xander Thomas Cussons to Emily Jane d. Present address: Whitefriars, Broad e, Hale, Ches. The golden wedding cides with the seventy-fifth birthday of . Cussons. In celebration, a party is g held at which the guests will be the kers at the factory of Cussons, Sons & , Ltd.

## DEATHS

ALDRY.—At a Worcester nursing home, ently, Mr. George Edward Baldry, P.S., proprietor of Acton's dispensing mists, Corn Market, Worcester, and ident of the Worcester City and County nch, Pharmaceutical Society, 1949-50, d sixty-five. Mr. Baldry went to Wor- er from Windermere shortly before the t of the 1914-18 war. During that war was wounded and lost a leg while ing with a gas unit in France. After g in partnership at Horniblow's, chem- Tidbury, Worcester, he became the prietor of Acton's in 1920 and lived r the premises there until a few months , when he and his family removed to Avenue. Mr. Baldry continued to the business until illness compelled removal to a nursing home in July.

HALL.—On August 23, after a long ill- ness, Mr. Sidney James Hall (general manager and secretary, and since 1943 a director of J. C. Arnfield & Sons, Ltd., wholesale druggists, Stockport). Mr. Hall served on the Stockport council for a num- ber of years—latterly, until compelled to resign through ill-health, as chairman of the gas committee.

HOUGHTON.—On August 28, Mr. Edgar W. Houghton, for many years president of the British Photographic Manufacturers' Association, aged eighty-one. Mr. Hough- ton started his business career in 1887, when he joined the business of his father, the late Mr. George Houghton (it was founded by his grandfather in 1832). The business later became known as Hough- tons, Ltd., and subsequently as Ensign, Ltd., of which company Mr. Houghton was chairman and managing director for many years. A pioneer in the manufacture of cameras in Great Britain, Mr. Houghton was interested in the production of the Sanderson camera, and in 1904 was instru- mental in starting one of the first British camera factories. He was founder-presi- dent of the British Photographic Manu- facturers' Association in 1915, and re- mained in office until 1936. The funeral took place at Golders Green Crematorium on August 28, and was attended by many of his old friends in the trade.

HUGGINS.—At Reading, recently, Mr. Ronald George Huggins, a director of John Ronaldson & Co., Ltd., drug merchants, 110 Cannon Street, London, E.C.4, aged fifty-one. The body of Mr. Huggins was recovered from the Thames at Reading on September 13. The funeral took place at the Municipal Crematorium, Reading, on September 16, and was attended by repre- sentatives of the drug trade.

OGLESBY.—On August 30, Mr. Frank Leslie Oglesby, M.P.S., Mousehole, Pen- zance, Cornwall, aged fifty-five. Mr. Oglesby qualified in 1916.

SCLATER.—On September 5, Mr. John George Sclater, M.P.S., 96 Easter Road, Edinburgh. Mr. Sclater qualified in 1893.

TAYLOR.—Suddenly, Mr. Alan Henry Justice Taylor, M.P.S., Waldon Cottage, Dyserth, Flints, aged thirty-six. Mr. Tay- lor was a pharmacist at the Eye, Ear and Throat Hospital, Shrewsbury.

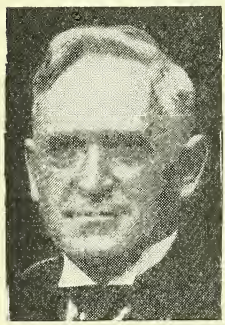
WHITHAM.—Recently, Mr. F. Whitham, M.P.S., Callington, Cornwall. Mr. Whit- ham qualified in 1914.

# PERSONALITIES

Mr. L. O. Smith (European manager, Parke, Davis & Co., Hounslow, Middlesex), is on his way to the United States on a business visit.

Mr. George Orr, M.P.S.N.I., L.P.S.I., D.Opt., Ballymena, has been elected to the Council of the Institute of Optical Science. A Northern Ireland branch of the Institute was recently formed.

Alderman C. A. Critchley, Ph.C., J.P., and Mrs. Critchley, Blackburn, celebrated their Golden Wedding on September 12. A native of Blackburn, Mr. Critchley qualified as a chemist and druggist in 1896 and passed the Pharmaceutical Chemist examination the following year. He was mayor of the borough in 1923. Mr. Critchley entered pharmacy through the business of his father, the late Mr. Thomas Critchley, J.P., a business that was later built up into a manufacturing concern. Alderman Critchley retired in 1941, and was succeeded in business by his son, Mr. F. G. Critchley. A former president of the local branch of the National Pharmaceutical Union, he has had an unbroken record of thirty-one years' service as a Blackburn town councillor and he has been an Alderman since 1933.



Mr. Geoffrey L. V. King, M.P.S.I., 26 Oliver Plunket Road, Dun Laoghaire, Ireland, has been appointed a peace commissioner for the county of Dublin and adjoining counties.

Dr. C. H. Hampshire is retiring from the secretaryship of the British Pharmacopœia Commission on October 3. He is succeeded by Mr. T. C. Denston, at present deputy secretary. Dr. Hampshire is continuing to act as Editor of the "Journal of Pharmacy and Pharmacology" and will also pursue his work on the International Pharmacopœia on behalf of the World Health Organisation.

Mr. William Doig, M.P.S.N.I., Whitehouse, co. Antrim, Northern Ireland, recently retired from active association with William Doig & Co., wholesale druggists, Queen Square, Belfast, founded by his father in 1878. Mr. Doig, who qualified under the Pharmaceutical Society of Ireland in 1903, spent fifty-three years in the business. He is a member of the Pharmaceutical Society of Northern Ireland.

Mr. Ernest John White, M.P.S., Croydon, was featured on the front page of the London "Evening News" on September 19, under a portrait captioned "A picture of Mr. White with his uncut hair." The explanation is that Mr. White, a staunch Conservative in politics, decided, when his party failed to secure a majority at the General Election earlier in the year, not to have his hair cut until the Conservatives were again returned to power. It is now, as the "Evening News" puts it, "a long bob, turning up at the ends in soft baby curls."

Mrs. H. G. Gemmell, Ardrossan, Ayr, who received a congratulatory message from the King on September 2 on the occasion of her 100th birthday, is the widow of the late Mr. Hugh Gemmell, who was in business as a chemist and druggist in Ardrossan for fifty-eight years after passing the modified Chemist and Druggist Qualifying examination in 1870. Her son Mr. David Gemmell, M.P.S., Beith, is past-chairman of the Glasgow and South-western Scottish Branch of the Pharmaceutical Society. A grandson, Mr. D. H. C. Gemmell, B.L., Ph.C., is a lecturer in pharmacy at the Royal Technical College, Glasgow.

Mr. and Mrs. E. W. Mann, Greycote, Streetsbrook Road, Solihull, Birmingham, celebrated their Golden Wedding on August 30. Mr. Mann was for over fifty years with Southall Bros. & Barclay, Ltd., Birmingham, rising to become a director of the company. By spare-time work in his early years he graduated B.Sc. (Hons.) London, qualified as a Pharmaceutical Chemist, and became a Fellow of the Institute of Chemistry. He was four times president of the Birmingham Pharmaceutical Association and is the author of a number of books, notably Southall's "Materia Medica," which ran to three editions. A family party to celebrate the anniversary was arranged at Stratford-on-Avon during September.

# TRADE NOTES

**low Tax-free.**—Halex, Ltd., Highams x, London, E.4, announce that their n. diameter Polythene-moulded bowl ow exempt from purchase tax.

**Container in Plastic.**—Cascelloid, ., 11 Southampton Row, London,

C.1, have produced for Ciba Labora- es, Ltd., Horsham, Sussex, the poly- he tube with atomiser, here illustrated, ch is intended for injecting Antistin- ine into the nose.

**Deaf-aids Approved List.** — The Na- al Institute for the Deaf, 105 Gower eet, London, W.C.1, publish in N.I.D. klet No. 481 an approved list of dealers ids to hearing.

**Selling Agents of a Manufacturer.**— newly appointed selling agents of ugh, Hoseason & Co., Ltd., Manchester, Allied Drug & Chemical Co., Ltd., ert Street, Hampstead Road, London, V.1, and not as previously stated.

**Change of Name.** — Since September the name Casilan has been adopted by xo Laboratories, Ltd., Greenford, for product formerly known as Casinal. the same date a display parcel of two en 8-oz. tins became available.

**Bonus Offer.** — Southon Laboratories, ., Upper Richmond Road, London, V.15, announce that a bonus offer of teen to the dozen Esobactulin capsules vailable, plus the usual trade discount.

**Now Scheduled.** — Under the Poisons les, 1950, in operation since September Thephorin tablets (Roche Products, ., Welwyn Garden City, Herts), are ject to Schedule IV regulations. The- rin ointment is exempted from poisons ulations as a local application.

**Resistant Coating for Sheet Tin.** — Guaranteed Sanitation, Ltd., 263 Upper Street, Islington, London, N.1, are the manufacturers of Isoglaze, a coating for tin sheeting that is resistant to acids, alkalis, and oils, and to chipping or breaking. Isoglaze requires no undercoat and is supplied in fourteen shades.

**Administration of Isopropyl Chloride.** —Proponesin (isopropyl chloride) anæsthetic, manufactured by The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, should not be administered by a closed or semi-closed circuit apparatus. Users of the *C. & D.* Guide to New Medicaments are asked to correct a recent entry accordingly.

**Reduced Price Dates.** — Johnson & Johnson (Great Britain), Ltd., Slough, Bucks, who announced in July a reduction in the trade price of Johnson's baby lotion, point out that the reduction to the consumer takes effect on October 1. All orders placed on and after July 10 are being invoiced at the reduced trade price. Advertising of the price reduction to the public is commencing during October.

**Double Bonus.**—As an introduction to an intensive selling campaign for their Alka-cip effervescent aspirin, Westminster Laboratories, Ltd., Chalcot Road, Regents Park, London, N.W.1, are offering two free packings with every dozen ordered. During the period of the offer there is no limit to the quantity of Alka-cip ordered. Display material is supplied with each parcel.

**Discontinued.** — So soon as present stocks are exhausted, T.A.B. vaccine, Glaxo (5 c.c. and 10 c.c.) and the 8-oz. size of Kapilon liquid are being discontinued by GLAXO LABORATORIES, LTD., Greenford, Middlesex.—PARKE, DAVIS & Co., Staines Road, Hounslow, Middlesex, have discontinued issuing eserine eye ointment, hydrated bismuth (80 fl. oz.), Lipo-Lutin (progesterone) (box of six 1-c.c. ampoules) and thyroid gland tablets gr. 3/5.

**Changes of Size.** — BAYER PRODUCTS, LTD., Africa House, Kingsway, London, W.C.2, have replaced the 500-tablet pack of Novalgin tablets with 250- and 1,000-tablet packs. Supplies of Novalgin are now considered adequate to meet demands.—PARKE, DAVIS & Co., Staines Road, Hounslow, Middlesex, state that their hypoder-

mic tablets will, in future, be issued in tubes of twenty instead of twenty-five. The first affected by the change-over is morphine sulphate hypodermic, gr. 1/6.

**Iodised Contrast Media.**—Laboratoires André Guerbet & Cie., 22 Rue Du Landy, Saint-Ouen, Seine, France, have specialised for more than thirty years in the manufacture of iodised contrast media and are proud to be the originators of Lipiodol, the "original iodised poppy-seed oil," which is claimed free from toxicity. The British agents for the products of Messrs. Guerbet, which include Lipiodol F (fluid), Neo-Tenebryl (diodone Guerbet), and Neo-Tenebryl viscous for bronchography, are Bengue & Co., Ltd., Mount Pleasant, Alperton, Wembley, Middlesex.

**Autumn Trade Exhibitions.** — The United Chemists' Association, Ltd., Cheltenham, is holding a trade exhibition at Berners Hotel, Berners Street, London, W.1, September 25-29, followed by exhibitions at provincial centres as follows:—CARDIFF: Angel Hotel, October 2-5; BIRMINGHAM: Grand Hotel, Colmore Row, October 9-16; LIVERPOOL: Adelphi Hotel, October 16-19; LEEDS: Metropole Hotel, October 23-26; MANCHESTER: Queens Hotel, October 30 to November 2. All are open 10 a.m. to 10 p.m. The company is also exhibiting at the Chemists' Exhibition, London, October 3-6.

**Price Changes.**—Owing to the greater cost of Dr. Cassell's tablets, brought about by a considerable improvement in the formula, VENO DRUG CO., LTD., St. Helens, Lancs, have been compelled to increase the trade and retail prices of the product. The pack has been improved, and the tablets are now issued in a stronger and more protective bottle. The new pack is being supplied against all orders from September 19 but, to enable retailers to exhaust existing stocks, no publicity is being given to the revised formula to the general public for some time to come.—CLINICAL PRODUCTS, LTD., 2 The Green, Richmond, Surrey, announce on another page reduction in the prices of their dispensing packages. —PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, announce that the United Kingdom trade prices of Soneryl brand butobarbitone were reduced on September 18. New list prices become operative on October 16. Messrs. May & Baker also point out that the price per bottle of Zephrol cough syrup is 2s. 5½d., and not as stated in an announcement by the company recently.—GLAXO LABORATORIES, LTD., Greenford, Middlesex, poin out that new prices came into operatio on September 11 for Adexolin capsul (with change of potency to 6,000 intern tional units vitamin A and 1,000 i.u. vit min D) and liquid; Kapilon tablets, Nico bin tablets and high-potency Ostelin ta lets in packs of twenty-five, 100 and 1,00 (all to be replaced on October 2 wit packs of fifty and 500 at new prices). A propriate refunds will be made to the trad on the 25-, 100- and 1,000-tablet pac held at September 9, but it is not intende to take the old sizes for exchange when th new sizes are introduced. On October the formula of Nicorbin is being revised include riboflavin, and a display parcel being introduced. New face prices f penicillin ointment, B.P., and lozenge B.P., took effect on September 11. THOMPSON & CAPPER WHOLESALE, LT Speke Hall Road, Liverpool, 19, announ that new retail prices are now in operatic for Q.A. aspirin tablets.

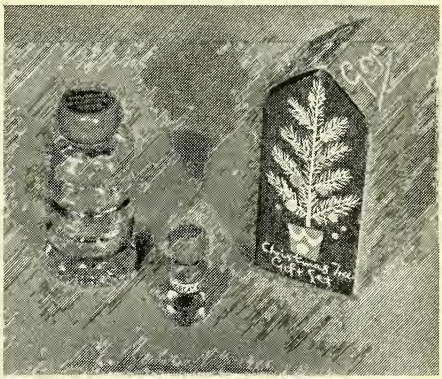
## Proprietary Articles Trade Association

**Alterations to Protected List (Part 1** —*Milton Antiseptic, Ltd.* Since August 2 all containers of Milton dispatched fro the company's works have been carryi amended instructions for use to exem the product from purchase tax. T new trade and retail prices are: Milt disinfectant and steriliser, 3-oz. bott 9s. doz., 1s.; 8-oz. bottle, 18s. doz., 2s 16-oz. bottle, 27s. doz., 3s. (all exemp Bonus terms to retail chemists only: P cels value £2 10s. less 5 per cent., £5 l 7½ per cent., £10 less 10 per cent., £ less 12½ per cent. Prices and terms ap to Milton in bottles only. Bulk purchase Winchester (80-oz.), 43s. 3d. doz., 4s. 6 minimum of two (in twin pack). 1-ga 72s. doz., 7s. 6d.; 5-gall., 24s. each, 30 containers charged extra and credited full if received at works in good conditi There is now no dispensing pack.

*Oystrax, Ltd.* Orstrax Tonic tabl (formerly Oystrax brand tonic table 17s. 3d. doz., tax 33⅓ per cent., inclus retail price 2s. 6d.; 34s. 1,1d. doz., 33⅓ per cent., i.r.p. 5s.; 87s. 6d. doz., 33⅓ per cent., i.r.p. 12s. 6d. The manuf turers have discontinued selling direct retailers. Cash discounts and quant terms to retailers are accordingly wi drawn.

# CHRISTMAS PACKS ARE HERE AGAIN

naskin gift pack, designed to resemble a book. cut-out on the front enables it to be used for ched hand cream, Blue Rain skin tonic or deep nsing milk. Colloidal Chemists, Ltd.



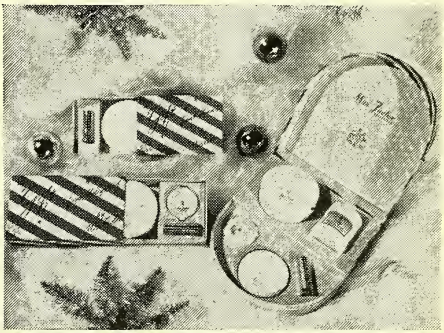

Christmas-tree gift set (" House " containing handbag phial of perfume and 1-oz. " week-end " bottle of perfumed Cologne to match). Goya, Ltd.

hard Hudnut home permanent wave fit in holly-patterned Christmas ap. Richard Hudnut, Ltd.

Three Flowers face powder (eight shades) in pack bearing special Christmas design.

Box of three Goya crackers, each containing two handbag phials of perfume, assorted.

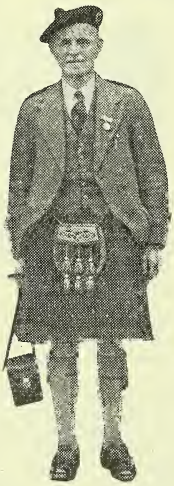
ree Flowers coffret, containing face powder, vanishing cream and matching perfume. Richard dnut, Ltd.



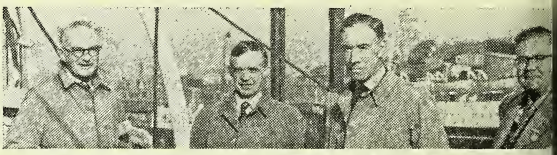
ristmas gift sets of Colour Harmony items in k and blue candy striped box. For redheads, blondes, brownettes and brunettes. Lipstick and powder; lipstick, powder and rouge; lipstick, powder, rouge, invisible foundation and purse-size " pan-cake." Max Factor Hollywood and London (Sales), Ltd.

# AMONG THOSE PRESENT

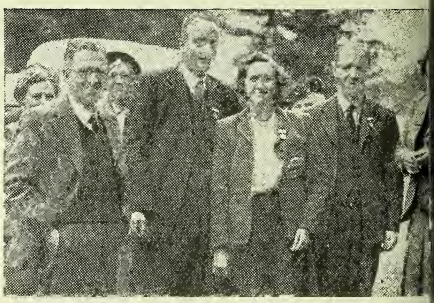
Women pharmacists and pharmacists' ladies, showing evident enjoyment. Above: Listeners at a Science S



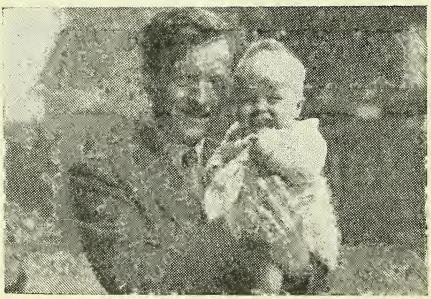
A chemist in kilts: Mr. D. Robertson, Anniesland.



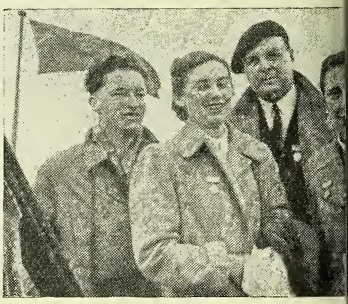
Science and industry: Messrs. Eastland, Short, Foster and Fish



Messrs. J. Caldwell and W. Gamble and frien



Mr. W. J. Gibson introduces the youngest visitor



Australian pharmacists all

ACISTS AND OTHERS SEEN AT THE BRITISH
ACEUTICAL CONFERENCE. GLASGOW MEETING.

Miss A. Sinke, Amsterdam

" Able seaman " Boyd with landlubbers on the Clyde trip

Oxford group on quayside

eid and Miss M. R. Shaw

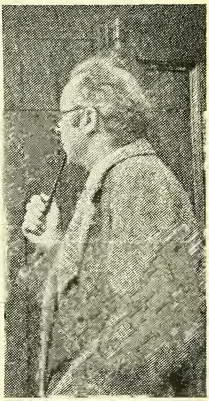
Mr. A. Chamings

Misses M. C. Islip, D. Murgatroyd and D. M. Jones

. C. Carmichael

Mr. A. A. Meldrum

Mr. and Mrs. S. Robinson, Ilford



Mr. C. W. Macfarlane

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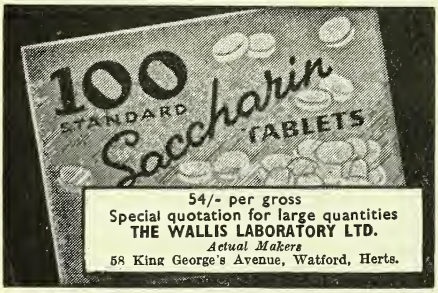


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*Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland and of other Chemists' Societies in the Empire.*
VOL. CLIV SEPTEMBER 23, 1950 No. 3683

## Conference Science

A FEATURE that the Science Sessions of the British Pharmaceutical Conference share with the annual meetings of the British Association is that the discussions are freely entered into by persons not claiming specialised knowledge of the subject of each paper. The effect of this characteristic is reflected not only in the unflagging support the Science Sessions continue to receive from both laboratory workers and practising pharmacists. It also ensures that no author rides very far on a hobby-horse of theory, because he runs the gauntlet of a dousing with practical common sense and experience.

Comment at the recent Glasgow occasion was frank—often disconcertingly so—yet informative and made with good humour. To be reminded that the most effective preparation of senna remains the fresh infusion was, in itself, salutary and sobering, for of all galenical preparations the fresh infusion must surely be the least convenient to the patient and the least profitable to the chemist.

The theme of the Symposium Session proved popular and was provocative of ample discussion, though the outcome might have been more permanently valuable had the range of topic been narrowed. Most of the opening speakers devoted their platform time to constructive criticisms of existing formularies. From the floor, there seemed to be substantial support for the view that the National Formulary should be in two forms—the first arranged alphabetically for pharmacists' convenience and the second an index for the convenience of prescribers. From the remarks of Dr. Capper, one of the British formulators principally concerned, it seems likely that the suggestion will come to be adopted.

To claim that any very new or startling pronouncement this year would no doubt be excessive. The occasional front-page story may, however, be only the spectacular outcome of earlier painstaking researches.

## Training the Unqualified

DURING the 1939-45 war, when the difficulties of finding suitable sales staffs were most acute, the need for training them was also most apparent. Too often chemists, like other traders, had to turn a blind eye to dilatory service—and even actual rudeness—to customers, or pay the penalty of losing assistants of any kind. Standards of selling consequently suffered.

In America, the same sort of thing occurred. The "American Perfumer," in its August number, refers half humorously to "those mad war years, when sales were zooming and salesgirls were not to be had for love or money, and both were lavished without restraint." There, two courses of action are suggested for conditions that appear to have survived the war years. The first is to improve the general level of entrants by asking more of them, at the same time gradually eliminating the "flagrantly inefficient and disinterested." The second is "vigorous sales training."

In Britain pharmacist-employers, under pressure of National Health dispensing, are absent from their counters much more than before the war, and in consequence sales staffs are left for longer periods without supervision. The opportunities afforded to a busy pharmacist to carry out any form of systematic training are therefore restricted. The company chemists are able to arrange training within their own organisations, relying on amenities offered to staff to hold them after they have been trained. For the proprietor pharmacist employing only a few employees, the only parallel scheme would be one organised jointly with other similarly-placed pharmacists, though local educational authorities could no doubt be persuaded to run courses at technical colleges and schools.

## British Pharmaceutical Conference, Glasgow, 1950

# SYMPOSIUM SESSION

## "Formulation and Formularies"

THE Symposium Session that replaced the Science Sessions on the Friday morning of Conference was opened by four speakers reading papers on aspects of the above subject. The first speaker was PROFESSOR J. B. TODD, Glasgow, whose paper is here summarised.

### Requirements of Formulation

Formulation is the art of presenting a substance in a form in which it best exhibits its characteristic properties. Other requirements are usually called for, such as safety in use, stability, convenience, elegance. It is in meeting the need for what I shall call secondary properties that the greatest ingenuity and skill are necessary. The work implies co-operation on an equal basis between a number of specialists, one of whom is, of course, the formulator. In this connection I feel that the skill and knowledge of the retail pharmacist are not called upon as often as they should be in devising new methods of presentation or even in suggesting a suitable drug for a particular condition. The art of formulation has changed in character in the past few years. Old books of secret recipes contained lists of drugs which read like a quotation from Keats—Irish moss, quince seeds, dragon's blood, and the like. Their formulation was largely art. The advent of new remedies whose properties can be measured has enhanced the scientific aspects of formulation yet has not reduced the need for craftsmanship. I cannot believe that the new drugs coming forth in such profusion offer so little to the skilled pharmaceutical formulator as simply to be dissolved in sterile water and injected. I can see ample evidence of the need for the skill of the pharmacologist, the bacteriologist and the chemist but very little beyond the simplest for the craft and science of the pharmacist. Must we take the stark simplicity of the many preparations listed as representing the future of pharmaceutical operations? I feel that new ideas and new approaches are needed chiefly for the control of absorpion and gentleness of action. Already we have seen this change take place in the introduction and use of penicillin. First the simple solution then transfer to oily medium, and latterly progress by the use of partially soluble complexes. One of the striking developments involving careful formulation is the great increase in the use of drugs in tablet form, and the most striking improvement in formulation has followed the strict requirement that the tablets should disintegrate in reasonable time in the stomach.

### Hospital Viewpoint

MR. H. S. GRAINGER (chief pharmacist, Westminster Hospital, London), then dealt with the subject from the hospital point of view. A summary of his remarks is given below.

The present is an appropriate time for discussing formularies from the hospital point of view, because: (1) The National Formulary is now familiar to every practising pharmacist, and its compilers envisaged, as indicated in the preface, the disappearance of individual hospital pharmacopœias; and (2) changes in materia medica have considerably altered the status of the formulary within the hospital.

The Westminster Hospital pharmacopœia dates from 1828, though an earlier document of 1721 (also called a "pharmacopœia" in hospital minutes) was in existence. That early document was drawn up soon after the opening of the hospital, and its purpose was "to lessen the cost of medicines and (assist) the procuring them at best hand." From that list, which was used in obtaining prices from the apothecaries of the town, developed the "Pharmacopœia Noscomialis West monasteriensis" of 1828. The primary function of the pharmacopœia was economy. The hospital formulary formerly contained all the remedies necessary and available in the hospital. It was, until recently, a rule that no house-officer might prescribe preparations not included in the official book. This made it comparatively easy to keep an eye on the drug bill. That has changed now. The chemotherapeutic compounds, antibiotics, nerve-blocking agents, antihistamines, heparin, liver preparations, insulin, etc., for the most part come from manufacturers' highly developed laboratories, often as proprietary articles already formu-

ed. There is therefore no point in in-
uding them in a hospital pharmacopœia.
e hospital pharmacopœia can assist in
economic use of drugs by presenting
itable alternative formulas for com-
unded proprietary preparations. Our
teria are that such hospital product
all be:—(a) At least equally efficacious;
) as elegant as we can possibly make it;
cheaper to the hospital than the pro-
ietary. The last point needs considera-
n. One has to allow for the time and
rsonnel available and "overheads." It
usually possible to effect a satisfactory
ving.

**ospital Staff Needs**

The second function of the hospital
armacopœia is that of a record of pre-
rations designed to meet the needs
the staff of that hospital. In
at function I think the N.F. will never
tisfactorily replace the hospital pharma-
pœia. The Westminster Hospital Phar-
acopœia is being republished as the
estminster Hospital Supplement to the
ational Formulary. An important func-
n of the hospital pharmacopœia is its use
training medical students.

For that reason the formulas should be
ell selected, rational and elegant so as
inspire the confidence and emulation of
e student. The pharmacopœia should be
nder constant revision. The new formulas
the Westminster Supplement will fit
to a loose-leaf binder to assist in that
urpose. In the past many formularies
ave included preparations known by such
ames as mistura diaphoretica, mistura
periens, etc. As pharmacists, I suppose
ur instincts are all in favour of names
gnifying contents rather than functions:
ut we must sympathise with the prescriber
ho longs for simple names of the kind
uoted and thinks in terms of diagnosis.
he danger lies in the tendency for the
escriber to lose sight of the formula
nd think in terms only of function. The
e of names signifying contents is there-
re much to be preferred. I have heard a
octor recommend that dosages should be
xpressed in units—one for a normal dose,
vo for a large dose, three for an extra
rge dose, etc., and that the pharmacist
ould be saddled with the responsibility of
membering what the respective amounts
ere. It is, however, necessary to concede,
the hospital pharmacopœia, a place for
e mention of originators' names (e.g.,
uy's pill) of time-honoured tradition as
well as some newer ones. A recent example in my hospital was Bull's mixture (emulsio glucosi). The originator's name should normally be placed after the name of the preparation. Two examples of the abuse of nomenclature are:—Mistura wind and mistura euthanasia (for a mixture containing morphine and cocaine) and intended for the alleviation of pain *in extremis*. The name given to the latter is misleading and outrageous.

Possibly the flavouring of medicines can be taken too far, and an attempt made to turn out confectionery instead of medicines. That criticism has been levelled at certain popular types of aspirin, for example, but there is little evidence that either the N.F. or the usual hospital formulary errs on that side. For the past eighty years little change in the flavourings used in formulas can be found—chloroform, peppermint, liquorice and tincture of orange persist. Improvement could be made by the use of synthetic flavours and by a little courage in the matter of blending old ones.

**Retail Aspects**

Miss M. A. Burr (a proprietor pharmacist and a member of the Pharmaceutical Society's Council) then read a paper on retail aspects of the subject. The following is a summary of her paper.

A retailer views formularies and formulations from angles with a direct bearing on his profession, business and training; his relationship with prescriber and patient; and his dealings with the Ministry of Health whom he is bound today to regard as his chief customer. Formularies are not primarily issued for the retail pharmacist, but for the practitioner. An immense amount of work has been done to co-ordinate and revise the Formularies particularly since the issue of the National Formulary, 1929. Retail pharmacists have had ample opportunity to criticise the contents of each new Formulary. While doctors were in the majority in the committee that compiled the 1929 National Formulary, the present committee has a majority of pharmacists. It is to be hoped that in future there will be more proprietor pharmacists on the committee. From the great assortment of formularies in use prior to 1929—even as far back as 1911—much confusion was caused in retail practice because similar titles were used for different prescriptions. The National Formulary represents a uniform collection of pre-

scriptions available in any part of the country. Many retail pharmacists, including myself, would like to see this uniformity carried a step further, merging the Formulary into the British Pharmaceutical Codex. There are many difficulties, but all could be overcome. The Formulary section of the B.P.C. could be presented in a separate concise volume, following the practice in the Danish Pharmacopœia, 1949, which consists of three volumes, the third devoted to formulas.

To encourage medical practitioners to use the Formulary and Codex preparations more publicity might be given to N.F. and B.P.C. preparations, for example, at medical exhibitions. The National Formulary has a place in the National Health Service, but not to the exclusion of th prescriber's freedom. The extensive use o the National Formulary might handica the training of doctors and pharmacists Many practitioners show ignorance of th National Formulary, particularly of th quantities to be prescribed.

The argument that medicine should no be too pleasant may be good but I an sure mothers would soon convince th Formulary Committee to the contrary. consider a better use could be made o syrups in children's medicine especiall blackcurrant and rose-hip syrups — pro vided that the other ingredients did no interfere with the vitamin-C content.

The fourth paper and later contribution to the discussion are unavoidably held over

## British Pharmaceutical Conference, Glasgow, 1950

# SCIENCE SESSIONS

[*Continued from* The Chemist and Druggist, *September* 16, *p.* 349]

Proceeding with the discussion on the paper on the disintegration of tablets, the commencement of which was given in last week's issue (p. 349), Dr. Norman Evers asked whether the authors of either that paper or the previous one (by Berry and Ridout) had applied any keeping tests at elevated temperatures. He suggested that the question of disintegration was being overdone. Mr. S. G. Stevenson, Birkdale, said that if, as was accepted, disintegration was a function of permeability, the material added became of importance. From the manufacturers' directions for getting alginic acid into solution it might be supposed that in the tablet the substance would gel and prevent moisture from reaching the centre of the tablet.

Professor H. Berry pointed out in reply to Mr. Stevenson that the alginic acid when incorporated into the granules had split them thoroughly. There was no suspicion of a mucilaginous mass.

Mr. Burlinson, answering the points raised, said that tablet makers were learning that physical form played an important part in tableting, and that the physical chemistry of the material was a problem to be increasingly studied. Drying of the starch was, he agreed, important in dry granulation, but less so if the wet granulation process were used. As to the containers used, the aim had been to reproduce practical conditions as closely as possible. The degree of hardness had no been measured, but the pressure applie had been constant and care had bee taken to secure a uniform granule. Pro fessor Berry might have found the sam type of permeability had he incorporate starch during the granulation process.

## Bacteria Filtered from Oils

An abstract of the paper "Removal o Bacteria from Oils by Filtration," by G Sykes and A. Royce, appeared in th *C. & D.*, September 9, p. 332.

### Discussion

Professor H. Berry said that the sub ject of the paper was very important. Th difficulty in that type of investigation wa providing the right experimental condi tions. He would mistrust results obtaine by forcing oils contaminated with wate through filters. Oils were normally in fected by isolated dry organisms fallin into them. Ideal test organisms should b devoid of moisture and sufficiently small He had used *prodigiosus* which had a siz of 0.7$\mu$. Did the authors know the size o the dust particles used? Had they deter mined a critical pore-size for removin bacteria from water or oil?

Miss V. W. Burrell, Pinner, confirme the findings of the authors and spoke o difficulty in getting an oil in which th organisms did not die out before the en of the experiment. She had attempted t

btain dry bacteria by preparing a culture rom an agar slope, rubbing that down in mortar, and diffusing it in dried oil. he experiments had been conducted *in acuo,* and all air used had been dried by eing passed through sulphuric acid. Under the conditions of the experiment two ut of 108 samples proved not to be sterile.

Mr. R. Levin, Leeds, said that, in similar work, he had found that ethyl oleate ppeared to inhibit the growth of organsms.

Replying, Mr. Sykes agreed with Professor Berry that the ideal test was one using, so far as possible, the smallest organsm isolated. Among the many factors affecting sterilisation by filtration were time, porosity, nature of filter, and nature of olution. Dr. Bullock was told that, largely because of the difficulties involved, the oil had not been tested before the experiment. Ethyl oleate was not self-sterilising when the infection was caused by spore-bearing organisms. Mr. Royce said that, though the size of dust particles had not been measured, the dust had been rubbed down to a fine powder in a mortar. The culture had been suspended in a few drops of oil placed on an agar slope, ground in a mortar, and diluted with a large amount of oil. No other procedures were adopted to eliminate clumps. They had found ethyl oleate comparatively hostile to the development of certain organisms.

## Pharmaceutical Aspects of Vitamin $B_{12}$

F. Hartley, P. Stross and R. E. Stuckey

[Abstract]

The communication reports experimental work on the stability of vitamin $B_{12}$ in conditions varied enough to permit appraisal of its pharmaceutical aspects. Methods of detecting changes in the physical, chemical or biological properties of the substance are considered. In assessing purity, the absorption spectrum is held to be of the greatest value. (The concentration of the vitamin in solutions containing substantially pure material can be inferred from determination of the absorption value at 361m$\mu$.) The author's conclusions are that, while aqueous solutions of vitamin $B_{12}$ undergo variation in absorption spectra within a few days on exposure to sunlight, such changes do not occur during exposure to the diffuse daylight of a normal room for one week. Solutions can therefore be regarded as stable during normal handling for analysis, filling or packing. Aqueous solutions of vitamin $B_{12}$ undergo decomposition, especially on heating, at *p*H2 and more rapidly at *p*H9 and 12; they are stable at *p*H4 and 7 at normal temperatures but undergo slight but significant decomposition during autoclaving at 115°C for thirty minutes. Less pure samples of vitamin $B_{12}$ suffer greater loss on autoclaving in solution. It is therefore recommended that the use of heat should be avoided in the sterilisation of solutions of vitamin $B_{12}$ for injection, and that the *p*H of the final solution should preferably be between 4.5 and 6.5. No evidence was found, either spectrophotometrically or microbiologically, of deterioration of pure vitamin $B_{12}$ on storage for two months in 0.5 per cent. phenol solution or 0.3 per cent. cresol solution. It is therefore recommended that solutions of vitamin $B_{12}$ for injection should be sterilised by filtration, a bacteriostat being added if necessary.

[*From the laboratories of the British Drug Houses Ltd., London, N.*1.]

Discussion

Discussion on this paper, which was read by Dr. F. Hartley, was opened by Dr. G. E. Foster, Dartford, who asked whether any experiments had been done on possible adsorption of vitamin $B_{12}$ on the filter. Dr. Hartley replied that the point had been examined, but it had been found possible to remove adsorbed vitamin $B_{12}$ from the filter without endangering stability. The solutions were for parenteral administration, and therefore of an appropriate concentration. The low concentration made it desirable, in the authors' opinion, to prepare an isotonic solution. Dr. W. F. I. Culbertson, Greenford, was told that no significant *p*H changes had been found during the Seitz filtration, and no experiments had been carried out on the material at elevated temperatures. Answering Professor H. Berry, who asked whether any decomposition measurements had been done at 100° C., he agreed that, if it were feasible to reduce the temperature from 115° to 100°, then the filtration method of sterilisation could be abandoned in favour of the more usual method, but the authors had considered that there must be some decomposition, even at 100°. They considered it unnecessary to add a specific buffer.

(*To be continued*)

*The proceedings at the Pharmaceutical Society's* Branch Representatives' meeting, *September* 6, *will be dealt with in next week's issue.*

# CORRESPONDENCE

**Correspondents may adopt an assumed name for publication but must furnish their real name and address to the Editor**

## Echoes of the Printing Dispute

SIR,—Congratulations on the way you have carried on throughout the dispute.

Manchester, 4. W. D. SOUTHERWOOD.

SIR,—For two weeks now, I notice, the news, etc., has been copied in script. I must say I find it most uninteresting this way.

Broadstairs. G. LIGHT.

## Committee of Action

SIR,—I was pleased to read in THE CHEMIST AND DRUGGIST (September 16, p. 352) that a Committee of Action is being formed. For some time past I have felt that pharmacy is, and always has been, led by the "Grand Old Men" of the profession. With every respect for such great age, and with it, of course, a wealth of experience, I regard it is rather more essential today to have as leaders those who are making their way under present conditions, can even look ahead a few years, and are also, perhaps, even a little commercialised—not the semi-retired pharmacists who have, either by luck, hard work or war conditions, made their businesses large enough to employ a qualified manager and now turn to pharmaceutical politics for a little relaxation or else to see themselves in print, but who are still living in the days of lead plasters, shops open twelve to fourteen hours a day, and a salary of £60 a year, living-in, for a qualified assistant. In comparison with other public speakers today, the majority of pharmacists are poor at public address and, even at their best, seldom give the impression of knowing what they are talking about. The only answer to all this is to have younger pharmacists (proprietors and employees, actively engaged in retail) on the Council of the Pharmaceutical Society, and the only way to make that possible is for the Society or some other suitable body to supply qualified locums, if required, at members' expense, as and when any pharmacist attends a Council meeting. I would like to see a Council composed of pharmacists around thirty years of age, and a president under forty. Incidentally I am forty-four years old myself.

London, N.4. H. G. P. SMITH, M.P.S.

## Modern Youth

SIR,—In face of F. J. Elton's remarks on British youth, I feel constrained to say that I have experienced the same lack of enthusiasm, etc., in modern youngsters. In my opinion the chief cause is the surfeit of amusements offered the younger generation and the pampering afforded them. If they had to make their way solely on their merits I believe we should not have to write in this vein. Obviously the criticism does not apply to all youngsters neither is it the youngsters only who suffer from these failings.

EMPLOYER.

SIR,—In reply to my anonymous elder ("Another Chemist") the matter with ourselves is partly the responsibility of him and his generation. If they say we are not up to standard and are work-shy, they admit their failure as apprentice-masters. Youth has always followed a good example, and if their elders inculcate into them the spirit of inquiry, application and humanity which is so essential to pharmacy, then youth will respond. Many pharmacists have faithfully honoured the indentures of their apprentices, and so turned out good pharmacists, but all too many have used them merely as a source of cheap counter labour. That went on to an increasing extent between the two wars, and now the bird is home to roost. Start youth out on the wrong foot and disillusion follows. Hence the sense of frustration amongst many assistants nowadays. Let our elders (a) Ask themselves whether they have done everything to turn out good apprentices and assistants; (b) consider the work of the Students' Association at its Conferences and in the many positive resolutions put forward in the wider interests of pharmacy; and (c) look at the number of well-equipped modern pharmacies run by younger pharmacists. Finally, let them abandon the attitude of negative criticism, try to meet youth halfway and understand the changed conditions under which modern youth works. Above all, for the sake of the survival of individual pharmacy, let them concentrate on instilling the ethical nature and peculiar responsibility of our craft into the younger generation.

SIDNEY J. RELPH, Ph.C.

Wanstead, London, E.11.

# TRADE REPORT

**pot quotations for pharmaceutical chemicals represent the prices for wholesale quanti-es of standard quality. Prices of crude drugs and essential oils vary as to brand or grade.**

## 8 Essex Street, W.C.2, Sept. 20

GOOD volume of inquiry is being received or PHARMACEUTICAL and FINE CHEMICALS nd it is evident that trade is showing no gns of slackening. A feature of the mar-ets is the rise in metals. Both ANTIMONY nd MERCURY advanced in price recently nd, although no increases have been an-ounced for the pharmaceutical products f the former, higher prices took effect for IERCURIALS on September 18. Prices for e minor BISMUTH SALTS have been ad-isted in accordance with the recent rise metal. Business in CRUDE DRUGS is till restricted, owing to shortages of sup-lies. The expected improvement in Cape LOES, following reports of weather more avourable to production, has not yet aterialised. Sumatra BENZOIN block is oted dearer in the primary market and 18 10s. to £19 has been paid for spot aterial. A good business has been done Siam loose almonds and any remaining ocks are valued at 27s. 6d. per lb. A mall supply of Russian ERGOT is offering n the spot. No business has been done Portuguese ergot: reports from Lisbon stimate that the 1950 crop has been in e region of 160,000 kilos, compared with bout 25,000 kilos in the previous year. rom May to the end of August exports om Portugal are reported to total ap-roximately 70,000 kilos. MENTHOL is aining strength on the spot; no offers om Brazil are expected to be made until e next crop becomes available in the New ear. Chinese for October-November ship-ent is offering at 92s. 6d., c.i.f. IPECACU-NHA continues very firm on the spot with igh prices reported paid for Colombian come forward; there are no offers of icaraguan root. SENEGA is scarce.

The ESSENTIAL OILS market is again rmer. BERGAMOT is dearer but there are w spot offers. EUCALYPTUS, B.P., is arce although 80-85 per cent. cineole rade is more plentiful; very little is being ffered from Australia and there are in-ications of higher prices. GERANIUM and ourbon oils generally remain scarce and ar. LEMONGRASS is steadier. Chinese EPPERMINT is plentiful.

## U.S. Drug and Chemical Report

**New York, September 15**

STRIKE of chemical workers engaged in roduction of soda ash and other alkalies affecting output of a considerable num-er of PHARMACEUTICAL and FINE CHEMI-ALS, while the supply of glass containers also being threatened. Imports of soda sh are being made, but it is not likely at the continued flow of foreign material to the country will serve to alleviate the ute shortage of domestically-produced material. GLYCERIN prices have been raised by approximately 5 cents per lb. CRUDE DRUGS are generally in fair demand, with uncertainty regarding replacement costs, especially of material from the Far East, making consumers anxious about their immediate and nearby replacements. PAPAIN for spot delivery is still very difficult to obtain, while TRAGACANTH prices are firm under the influence of a good and continued strength in the primary centre. Limited offerings of COPAIBA BALSAM have become available in the past few days, but prices are firmly held at recent advanced levels. A generally stronger tone is noticeable in SENEGA, IPECACUANHA and SENNA LEAVES owing to the current difficult supply position. The ESSENTIAL OILS market is firm with supplies of many oils short, and demand holding up quite well. WORMSEED oil is scarce and quotations are nominal owing to the almost complete absence of supplies; new-crop oil is not likely to be available for at least another month. Strength is also noted in Turkish GERANIUM, PEPPERMINT and VETIVERT.

## Pharmaceutical Chemicals

BENZENE.—B.P.C. grade is quoted at 7s. per gall.; thiophene-free, 9s. 6d. per gall.

CREOSOTE.—B.P. quality, ex beechwood, is quoted at from 6s. 9d. to 7s. 6d. per lb.

CYCLOBARBITONE. — Makers' prices are from 165s. to 185s. per kilo. The CALCIUM derivative is available at the same prices.

IODINE PREPARATIONS. — Home - trade prices are as follows :—RESUBLIMED IODINE, B.P.—1-cwt. lots, 18s. (28-lb. containers); 18s. 1d. (14-lb.); 18s. 1½d. (7-lb.); 18s. 2½d. (4-lb.); 18s. 3d. (2-lb.); 18s. 4d. per lb. (1-lb.); smaller quantities are scheduled up to 22s. 2½d. per lb. POTASSIUM IODIDE, B.P. — 1-cwt. lots, 15s. 5d. (28-lb. containers); 15s. 6d. (14-lb.); 15s. 6½d. (7-lb.): 15s. 7½d. (4-lb.); 15s. 8d. (2-lb.); 15s. 9d. (1-lb.); smaller quantities, up to 18s. 11½d. per lb. SODIUM IODIDE, B.P. — 1-cwt. lots, 16s. 9d. (28-lb. containers); 16s. 10d. (14-lb.); 16s. 10½d. (7-lb.); 16s. 11½d. (4-lb.); 17s. (2-lb.); 17s. 1d. (1-lb.); smaller quantities, up to 21s. 10½d. per lb. IODOFORM POWDER, B.P.—1-cwt. lots, 21s. (28-lb. containers); 21s. 1d. (14-lb.); 21s. 1½d. (7-lb.); 21s. 2½d. (4-lb.); 21s. 3d. (2-lb.); 21s. 4d. (1-lb.); smaller quantities up to 25s. 10½d. per lb. IODOFORM CRYSTAL is 2s. per lb. more than powder. Containers charged, excepting 28-lb. tins which are free. Special rebate of fourpence per lb. allowed for quantities of 5 cwt., in one delivery or on contract (three months). Carriage paid in Great Britain, Northern Ireland and Eire (duty for buyer's account).

MERCURY SALTS.—Dearer. AMMONIATED, B.P., powder, is now from 9s. 3d. (1-cwt. lots) to 9s. 11d. (7-lb.) per lb.; lump is twopence per lb less. BICHLORIDE, B.P., powder, is from 7s. 7d. to 8s. 3d.; lump, sixpence per lb. more. CHLORIDE, B.P. (Calomel) is from 9s. to 9s. 8d. OXIDES. B.P.C., levigated, or yellow, B.P., from 9s. 6d. to 10s. 2d.

METOL. — Steady. Prices per lb. are: 10 cwt., 19s.; 5 cwt., 19s. 6d.; 1 cwt., 20s.; 28 lb., 21s.; 14 lb., 23s.; 7 lb., 24s. Carriage paid in the United Kingdom.

PHENYTOIN SODIUM. — Quotations for small quantities are at about 32s. 6d. per lb.; the base is available at the same price.

PIPERAZINE.—Imported material is offered at from 110s. to 120s. per kilo (smalls, 4s. 9d. to 5s. per oz.).

## Crude Drugs

ACONITE.—Spanish *napellus* is quoted at 3s. per lb., spot, duty paid.

AGAR.—Spot Kobé No. 1 is 9s. per lb., duty paid.

ALOES. — Curaçao on spot is 220s. to 230s. per cwt.; Cape, nominal.

ANTIMONY.—Metal prices rose on September 13. 99.6 per cent. is now £215 and 99 per cent., £205 per ton.

ARECA NUTS.—Spot quotations are from 37s. 6d. to 50s. per cwt., as to quality.

ARNICA FLOWERS.—Spot quotations are from 1s. 3d. to 1s. 4d. per lb., duty paid.

BALSAMS. — *Canada* for shipment, 17s. per lb., c.i.f. Pará *Copaiba* is scarce on the spot; no forward offers. San Salvador *Peru* is quoted at 7s. 9d. per lb., duty paid. Tolu, nominal on the spot; for shipment, 22s. 6d., c.i.f., quoted.

BENZOIN.—Spot, Sumatra block is quoted at from £18 to £20 per cwt.; Siam loose almonds, 27s. 6d. per lb.

BUCHU.—On the spot, short round leaves are from 2s. 4½d. to 2s. 5d. per lb.; forward, 2s.. c.i.f., quoted.

CASCARA SAGRADA.—1950 peel on spot, 285s. per cwt.; for October delivery, 280s., duty paid, quoted: for shipment, 235s. per cwt., c.i.f.. paid.

CHAMOMILE FLOWERS. — Spot Belgian new-crop Roman, offered at 4s. 6d. per lb., duty paid.

CHERRY BARK. — Supplies on the spot are quoted at 2s. 2d. per lb., duty paid.

CLOVES.—Zanzibar on spot, sellers at 2s. 4½d. per lb.; September-October, 1s. 10½d., c.i.f. Madagascar, 2s. 3d. per lb., in bond; November-December, 2s., c.i.f.

COLCHICUM. — Corms on spot are quoted at from 2s. 3d. to 2s. 9d. per lb., as to test; seeds, from 7s. 6d. to 9s. per lb., spot, duty paid.

COLOCYNTH.—Fair-quality white pulp on spot quoted at from 1s. 9d. to 2s. per lb.

ELEMI. — No. 1 Manila on the spot, 2s. 6d. per lb., nominal.

ERGOT. — Portuguese on the spot, 36s. per lb., quoted; for shipment, 37s. 6d., c.i.f., indicated. A small supply of Russian is available at 30s. per lb., spot.

FRANGULA BARK.—Quotations are in the region of 80s. per cwt., duty paid, spot.

GAMBOGE.—Siam pipe is offered at £40 per cwt., duty paid; powder is quoted at 11s. 6d. per lb., spot London.

GENTIAN.—French on the spot is quoted at from 88s. to 90s. per cwt.

GINGER.—Firm. African is offered at 335s. per cwt., spot; September shipment, 325s., c.i.f. Jamaica, No. 3., 470s. per cwt., nominal, spot

GUM ACACIA. — Kordofan cleaned sorts offered at 99s. per cwt., spot London or Liverpool; September-October, 95s., c.i.f.

HENNA. — Sudanese, brownish, on the spot, quoted at 90s. per cwt.; Indian green, for shipment, 95s., c.i.f.; Egyptian, 105s., spot.

HONEY.—Prices for manufacturing grades are as follows:—1-cwt., 86s.; 5-cwt., 84s.; 10-cwt., 82s.; 1-ton, 80s. per cwt., carriage paid in U.K., packed in 60-lb. drums. Refined honey: In 56-lb. tins, 100s.; 28-lb., 115s.; cases of four 7-lb., 130s. per cwt., carriage paid.

IPECACUANHA.—Colombian on spot, offered at 40s. per lb.; 38s. 6d., c.i.f., paid for October-November shipment. No offers of Nicaraguan root. High-testing Matto Grosso is offering at 42s. 6d. per lb., spot; to arrive, 40s., c.i.f. Minas, 38s. per lb., spot.

IRISH MOSS.—No. 1 carragheen on the spot is quoted at 84s. per cwt.

KINO.—Indian on the spot is quoted at 6s. 9d. per lb.

LANOLIN.—B.P. anhydrous is £120 per ton; hydrous, £90. Superfine anhydrous is quoted at £126 per ton. In short supply

LIQUORICE.—Anatolian natural root on the spot is quoted at from 48s. to 49s per cwt.; Syrian is 43s. per cwt., ex store Liverpool. British block, 150s. to 195s. per cwt., as to grade. Turkish block juice is quoted at from 150s. to 220s., duty paid according to holder. Turkish stick is from 285s., duty paid. Italian stick is from 285s. to 475s. per cwt., duty paid.

LYCOPODIUM.—Triple-sifted material, on the spot, is quoted at from 12s. to 12s. 6d per lb., duty paid.

MACE.—West Indian pale blade is quoted at 8s.; for shipment, 8s., c.i.f.

MENTHOL.—Business has been done in Brazilian material at 107s. 6d. per lb. duty paid, and sellers are now asking 110s., duty paid, for spot; no forward offers. Chinese, afloat, 95s. 6d., c.i.f.

MERCURY.—Spot quotations are £22 per flask, ex warehouse.

MYRRH.—Aden sorts, quoted at £12 per t.; siftings, £6 10s. to £7; both spot ndon.

NUTMEGS. — West Indian 80's quoted from 4s. 3d., on spot; sound unassorted, . 10d., spot. East Indian 110's nominal from 4s. 5¾d. per lb., c.i.f. Continent.

OLIBANUM.—Good drop is quoted at from 0s. to 225s., and medium drop at 190s.; as are 220s.; fair garblings, 125s.; sift-gs, 125s. per cwt., spot.

ORANGE PEEL.—Thin cut Tripoli is quo-l at 1s. 1d. per lb., duty paid, spot; panish bitter quarters are offered at . 9d. per lb., spot.

ORRIS ROOT. — Verona is quoted at 65s. r cwt.; Florentine, 105s., spot London.

PIMENTO.—Little available. Sellers are king 1s. 10d. per lb., spot.

PSYLLIUM.—Black seed, 2s., and blond, . 3d., both in bond London.

PODOPHYLLUM. — Indian (*emodi*), afloat, quoted at 400s. per cwt., c.i.f.

QUASSIA.—Quiet. Chips on spot are s. per cwt.; for shipment, 29s., c.i.f.

QUILLAIA.—Natural bark on the spot is 0s. per cwt.; shipment, 150s., c.i.f.

RHUBARB.—Chinese rough-round on the ot is offering at from 7s. 6d. to 8s. 6d. r lb., duty paid.

SARSAPARILLA.—Jamaican native red on ot is 2s. 4d. per lb.; for shipment, 2s. 1d. 2s. 2d., c.i.f.

SEEDS. — The ANISE market remains iet. Turkish is 155s. per cwt., duty paid 40s. in bond), spot London. CARAWAY.—utch is firm at 135s. per cwt., duty paid, London. CELERY.—Indian is unchanged 1s. 9½d. per lb., spot London. French, t quoted. CORIANDER.—No spot parcels ering of Morocco. New-crop Morocco r September-October shipment has been ering at 14s. 6d. per cwt., c.i.f London, ith no business passing at this figure. llers now inviting bids of 135s. to 7s. 6d. per cwt., c.i.f., for cable reply. MIN.—Market remains firm. Spot Cyprus nominal at 215s. and Indian, 200. Ship-nt, Cyprus is offered at 210s. per cwt., .f. London or Liverpool. Morocco is 5s., c.i.f., and Indian, 180s. per cwt., c.i.f. ILL. — Market firm. Indian, on spot, oted at 75s. per cwt. FENNEL.—Spot pplies are short and buyers are not keen replace at present high prices indicated m India of 100s., c.i.f. London. FENU-EEK.—Market quiet. Morocco, spot Lon-n or Liverpool, offered at 52s. 6d. per t., duty paid.

SENEGA.—Firm; 16s. 6d., c.i.f., reported id for shipment and 17s. now asked.

SENNA.—Firm. Tinnevelly leaves, f.a.q., o. 1, 1s. 1d.; No. 2, 1s. 2d.; No. 3, . 3d., spot, nominal. Alexandrian manu-cturing pods, available at 10½d. per lb., d No. 3 hand-picked at 2s. 6d., spot.

SHELLAC.—F.O.T.N., pure, is 337s. 6d.; F.O. Standard No. 1, 345s.; and fine orange, from 370s. to 410s. per cwt., spot London.

STYRAX.—Spot quotations for crude are at from 6s. 9d. to 7s. per lb., duty paid.

TRAGACANTH.—White ribbon, selected, is quoted at £145 per cwt.; No. 1, £140; No. 2, £117; No. 3, £105, spot.

VALERIAN.—Belgian root on the spot is quoted at from 195s. to 200s. per cwt.

## Essential and Expressed Oils

ALMOND.—Expressed sweet oil (B.P.) on the spot is from 5s. 6d. to 6s. per lb.; Bitter essential oil, s.a.p., on the spot, is from 24s. to 40s. per lb., as to grade.

ANISE.—Spot quotations are from 9s. 9d. to 10s. per lb.; for shipment, 9s. 6d., c.i.f.

BERGAMOT.—Firm, with few offers. Spot quotations are from 41s. to 42s. 6d. per lb.

CANANGA.—Java is offered at from 35s. to 40s. per lb., spot.

CASSIA.—Firm. Supplies on the spot are valued at 25s. per lb.; for shipment, 22s. 6d., c.i.f.

CEDARWOOD.—East African is quoted at 4s. 6d. to 5s. 6d. per lb., spot London; Atlas, 3s. 3d. per lb., spot.

CITRONELLA.—Ceylon, 10s. 6d. per lb., nominal, spot; September shipment, 10s. 3d., c.i.f.

CLOVE.—English-distilled bud oil is quoted at from 15s. 6d. to 16s. 6d. per lb., as to quantity; Zanzibar re-worked stem oil on spot is quoted at 12s. 6d. per lb. Madagascar leaf, 8s. 9d., in bond; September-October shipment, 8s. 6d., c.i.f.

EUCALYPTUS.—Continues firm and short on the spot. Australian, 70-75 per cent. (B.P.), is nominal at 6s. per lb., spot; for shipment, 5s. 9d., c.i.f.; 80-85 per cent., 6s. 3d. per lb.

LAVENDER.—French, 38-40 per cent, 35s., and 40-42 per cent., 36s. per lb., spot.

LEMONGRASS.—Spot supplies are available at from 19s. 6d. per lb.; September-October shipment, 10s. 3d., c.i.f.

OLIVE.—French virgin oil is offered from Marseilles at £31 11s. 7d. per 100 kilos, in drums of about 200 kilos, and cases of ten tins each containing one gall. are 290s. 4d. per case; both c. and f. London. Tunisian is £295 and Algerian £285 per metric ton, c.i.f. London, for drums. On the spot interest is lacking; edible oil is 26s. 3d. per gall., ex warehouse.

PALMAROSA.—Spot quotations are from 52s. 6d. per lb.; for shipment, 51s. 9d., c.i.f.

PEPPERMINT. — Chinese in drums, 35s. per lb., spot (September-October shipment, 31s., c.i.f.); in cases, 36s., spot.

YLANG YLANG. — Bourbon on the spot is quoted at from 120s. to 140s. per lb.

# TRADE MARKS

(*From the "Trade Marks Journal," August* 23).

*For veterinary preparations* (5).—"LENUDAC"; by A. S. Price & Co., Ltd., also trading as Leonard Smith & Co., Birmingham; 689,218.

*For insecticides and fungicides for export* (5).—"UNICROP"; and device of world; by Universal Crop Protection, Ltd., London, E.C.3; 690,911.

*For photographic apparatus and instruments* (9). "KIENZLE" in distinctive lettering; by Chronotechna, Watch Factory, Czechoslovakia; B681,223.

*For surgical, medical, dental and veterinary instruments* (10).—"VINERTIA"; by Deloro Stellite, Ltd., Birmingham; 688,054.

*For cellulose tissues for toilet purposes* (16).—"YES"; by Johnson & Johnson, New Brunswick; 685,840.

(*From the "Trade Marks Journal," August* 30)

*For photographic sensitised materials and chemicals for colour photography* (1). — "EASTMACHROME"; by Kodak, Ltd., London, W.C.2; 681,720.

*For agricultural chemicals* (1). — "AGRIPAL"; by Pal Chemicals, Ltd., London, W.2; 687,817.

*For photographic dry plates, films, paper, sensitised articles and chemicals* (1).—"ILFORD"; by Ilford, Ltd., Ilford; 689,267.

*For perfumed compounds for hair oils, brilliantines, and soaps* (3).—"FRAGRINE"; by W. J. Bush & Co., Ltd., London, E.8; 670,672.

*For detergents and perfumes* (3).—"DOLA"; by Laporte Chemicals, Ltd., Luton; 681,565.

*For all goods excluding soap* (3).—"MEADOW"; by Patrick Brooke Webb, Belfast; 681,587.

*For non-medicated toilet preparations* (3). — "IN LOVE"; by Norman Hartnell, Ltd., London, W.1; 689,042. "BANDOLOX"; by Ashe Laboratories, Ltd., London, S.W.1; 689,122. "DRAGOON" "BRIGADIER"; by Goya, Ltd., London, W.1; 689,971-72.

*For pharmaceutical preparations* (5).—"JONOID"; by Ayrton, Saunders & Co., Ltd., Liverpool; "KA-LE-FLUID"; by Nicolas Nicolas Kouznetzoff and Irene De Kochko, Paris; 685,127. "BUOYANTIN"; by Drake Laboratories (North Devon), Ltd., Barnstaple; 686,877. "VETISIL"; by Hodges & Moss, Ltd., Shrewsbury; 687,146. "HAEMAVIT"; by Ayrton, Saunders & Co., Ltd., Liverpool; 687,487. "CALADRYL"; by Parke, Davis & Co., Detroit; 688,116. "ALGELOX"; by Harker, Stagg, Ltd., London, E.1; 689,509. "LORICIDOL"; by Imperial Chemical (Pharmaceuticals), Ltd., London, S.W.1; 690,516.

*For all goods* (5).—"SEDOKHELIN"; by Clinical Products, Ltd., Richmond; 688,704. "AMNOSED" "ANECTINE" "ANGISED" "DOLORAN" "HISTOFAX"; by the Wellcome Foundation, Ltd., London, N.W.1; 689,484-97.

*For insecticides* (5).—"WALLTOX"; by the Shell Co. (West Indies), Ltd., London, E.C.3; B684,544-45. "WALLTOX"; by Petroleum Marketing Co. (West Indies), Ltd., London, E.C.3; B684,546.

# COMING EVENTS

## Monday, September 25

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Red Cross Room, Common Hall, Hackins Hey, Liverpool, at 7.45 p.m. President's night and "Bring and Buy" sale.

## Tuesday, September 26

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, Nelson Hotel, New Road, Gravesend, at 8 p.m. Mr. F. C. Wilson (vice-president of the Society) on "Current Affairs."

SLOUGH CHEMISTS' ASSOCIATION AND BRANCH, Slough Community Centre, at 8 p.m. Mr. W. J. Tristram, M.P.S., on "Whitehall, Queen Square and the Pharmacist."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Oak Hall, Baptist Church, Harrow, at 7.30 p.m. Mr. B. J. Thomas, M.P.S., on "Modern Developments in Retail Dispensing."

## Wednesday, September 27

TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Van Arms Hotel, Stockton-on-Tees, at 7.30 p.m. Visit of Mr. A. A. Meldrum (president of the Society).

ULSTER CHEMISTS' GOLFING ASSOCIATION, Belfast Park Golf Club. Competition for Captain's prize, followed by dinner and annual meeting.

## Thursday, September 28

WEST HAM ASSOCIATION OF PHARMACISTS, Stratford Broadway (opposite Boardman's) at 1.30 p.m. Visit to Ciba Laboratories, Ltd., Horsham.

COLLEGE OF PHARMACY G.A.A. CLUB, 67 Lower Mount Street, Dublin, at 8.30 p.m. Annual meeting.

## Friday, September 29

WALLASEY PHARMACISTS' ASSOCIATION, Hotel Victoria, Wallasey, at 8 p.m. Film show.

BIRKENHEAD AND WIRRAL PHARMACISTS' ASSOCIATION, Masonic Temple, Clifton Road, Birkenhead at 7 p.m. Jubilee dinner.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Lecture Theatre, Manor Park Library, Romford Road, London, E.12, at 7.30 p.m. Film show.

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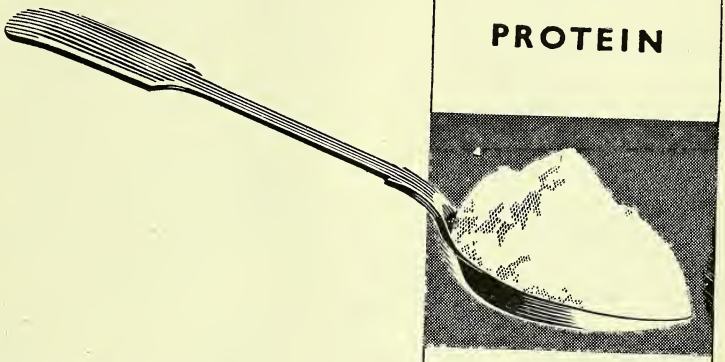

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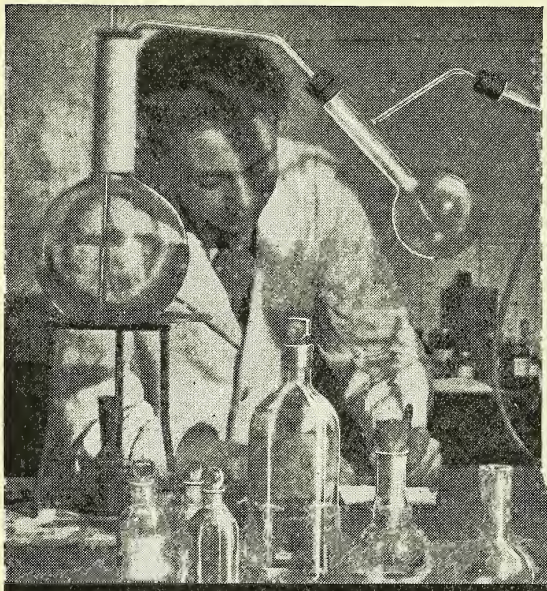

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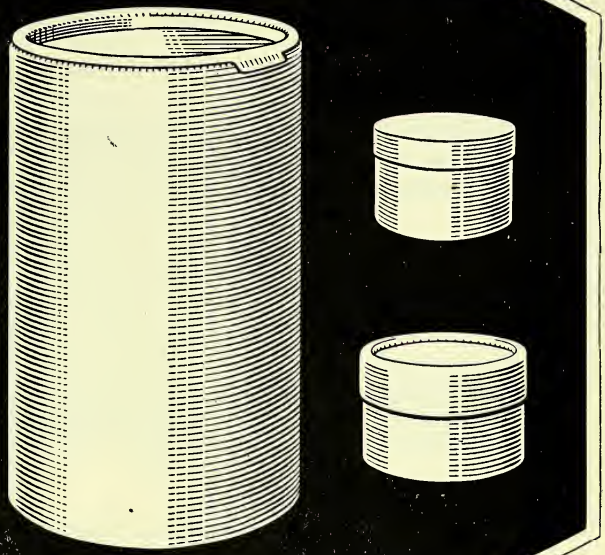
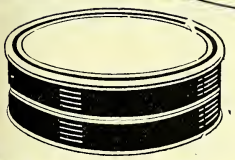
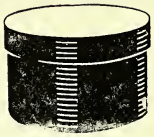
PILL BOXES
SCARLET (G.P.O.)
WHITE (P.I.)
PURPLE
WHITE EDGES (P.I.)





URPLE
ANGED



SCARLET
(G.P.O.)

*For over a century*

**Stock Round Boxes for the Chemist**

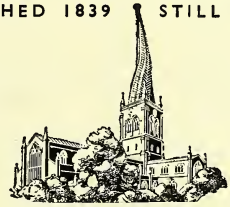
*have been manufactured by*

**ROBINSONS OF CHESTERFIELD**

FIRST ESTABLISHED 1839 • STILL LEADING 1950

ll boxes in the above catagories
re now **back to pre-war standard**

he quality being improved by
**nodern methods of manufacture**



**Specifications and standards to comply with N.H.S. and B.S.I. Specifications**

Limited supplies are available, and your order should be placed through your usual source.

**ROBINSON & SONS, WHEAT BRIDGE MILLS, CHESTERFIELD.** *Grams:* 'BOXES' CHESTERFIELD *Phone:* 2105
*London Office:* King's Bourne House, 229-231 High Holborn, W.C.1 *Telephone:* HOLborn 6383

(R.24

The Scientific Accuracy and Uniformity of

**PILLS and TABLETS**

manufactured by the

**COX ORGANISATION**

is indisputable!

BULK OR PACKED · STANDARD STOCK OR SPECIAL FORMULÆ

—WE INVITE YOUR ENQUIRIES—

**ARTHUR H. COX & Co. Ltd.**

Manufacturing Chemists. BRIGHTON, 7, Sussex

*Show 'Elasto'—*
*It Sells on Sight*

Elasto
REGISTERED The Biochemic Tablet

ELASTO advertising is widespread and consistent. An ever increasing demand for this product is being created at your very door. Are you taking full advantage of this opportunity for new business created in your area by this vigorous campaign? 'Elasto' sales-aids displayed in your window or on your counter will convert the 'prospect' we have created into a customer for you. And remember repeats and recommendations come freely from initial sales of 'Elasto'.

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**d-Tubocurarine Chloride**
B.P.C.
*and*
**Dimethyltubocurarine Iodide**

For securing Muscular Relaxation in Surgical Anæsthesia and in Shock Therapy

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**COLCHICINE**
B.P., U.S.P.

*For use in the Treatment of*
GOUT, ASTHMA, CEREBRAL CONGESTION and URÆMIA

*Manufactured by :—*
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PADdington 8261

N MATTERS CONCERNING FEMININE HYGIENE...

SHE LOOKS TO *you* FOR PROFESSIONAL ADVICE

The responsibility to give professional advice when called upon has placed pharmacy in a position of high esteem and it is a service especially valued by women. When it is a question of family limitation it is always wise to suggest a Rendells Product. As pioneers of the chemical contraceptive we can now offer a range of preparations to suit every individual requirement

RENDELL PESSARIES
RENDELL GELS
RENDELL-FOAM
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Rendells

PRODUCTS FOR FEMININE HYGIENE

W. J. RENDELL LTD · HARDWICK HOUSE · 161-5 ROSEBERY AVENUE · LONDON E.C.1

# Sales of Owbridge's LUNG TONIC SOAR

Sales of OWBRIDGE's LUNG TONIC are still increasing. A record number of orders has been received during the past summer months.

When you buy OWBRIDGE's you are assured that it will move quickly from your shelves. OWBRIDGE's LUNG TONIC sells throughout the world to all classes of people.

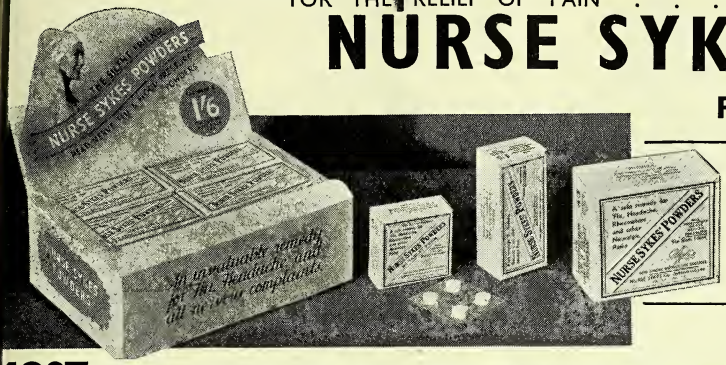
✳

**The family remedy for 76 years**

FOR THE RELIEF OF PAIN . . . .

# NURSE SYKES'

## POWDERS




13 to the dozen
for a Counter
or Window
Display
1 dozen
Carriage paid

**MOST** of your customers suffer from Headache, Neuralgia, Depression, etc. . . . . .

Nurse Sykes' Powders will relieve them and at the same time show you the **MOST** profit.

*ETHICAL SHOW MATERIAL AVAILABLE ON REQUEST. SPECIAL TERMS TO CHEMISTS*
*SEND YOUR ORDER TO YOUR WHOLESALER OR DIRECT TO:*

**NURSE SYKES' COMPANY, ASHTON - UNDER - LYNE, LANCS.**

RETAIL PRICE 1/6 per Box of 8 Powders or 16 Tablets 6/3 per Large Box of 36 Powders or 72 Tablets
WHOLESALE PRICE 1/6 size 10/6 per doz. + Tax 6/3 size 4/3 each + Tax

# PENICILLIN PREPARATIONS

Official and Non Official
Manufactured under T.S.A. Licence No. 174

OINTMENTS — SOLVELLÆ
CREAMS — CREAM BASE
LOZENGES — SPRAYS
OCULENTUM — ORAL TABLETS
AURAL BOUGIES AND VETERINARY
INTRA-MAMMARY SUSPENSION
"SANTULLE" PENICILLIN GAUZE

**AIDS TO DISPENSING**

GUTTAE SULPHACETAMIDE AND LIQUOR PRO GUTTIS IN STERILISED CONTAINERS WITH OR WITHOUT DROPPERS
OCULENTUM SULPHACETAMIDE

AMPOULES OF PYROGEN FREE WATER AND NORMAL SALINE

Penicillin with Sterilised Sulphathiazole, etc. Aqueous and Oily Injections. Full particulars on request. Also manufacturers of Surgical Ligatures and Sutures under T.S.A. Licence No. 40

## CUXSON, GERRARD

& CO., LTD.
OLDBURY, BIRMINGHAM

*ASK REPRESENTATIVE FOR NEW PRICES*

# A sure way to INCREASE YOUR SALES!

Prominently displayed on your counter, this Dispenser will be a constant reminder to your customers . . . . and your sales of 'Milk of Magnesia'* Tablets will increase to new high levels.

Ask us to send one of these attractive sales aids when next you order Phillips' products.

# 'MILK OF MAGNESIA' TABLETS

(REGD.)

THE CHAS. H. PHILLIPS CHEMICAL CO. LTD., 179, ACTON VALE, LONDON, W.3.

* *'Milk of Magnesia' is the trade mark of Phillips' preparation of magnesia.*

Richard Daniel & Son Ltd

PROPRIETARIES
SUNDRIES DRUGS
TABLETS & PILLS

FOR CHEMISTS

Manufacturing Chemists

Head Office & Works Mansfield Road Derby Telephone 4266 (4 lines) Branch Warehouse Grosvenor St. Ashton-under-Lyne Telephone 2816 (2 lines)

Chemists' Labels
by
THOMAS WAIDE & SONS LTD
KIRKSTALL HILL LEEDS

# A NEW PACK *To meet* A NEW DEMAND

## CIMLAC GAUZE

A bland dressing incorporating antiseptics of proved low toxicity in a sterilised glyco - gelatin base which provides marked healing and coagulating properties.

●

The acute shortage of Hospital beds has meant that many more patients are being treated at home, and as a result, more and more Cimlac Gauze is being prescribed by the Medical Profession for the home treatment of, CHRONIC ULCERS, BURNS, CARBUNCLES and WOUNDS.

***To meet this demand we introduce the***

## "PRESCRIPTION PACK"

Pack: Aluminium box containing 12 pieces 3½" x 3½". Each piece separately heat-sealed in an amber, moisture proof cellulose tissue envelope.

*Price 4/3 per box. Trade Price 2/10 per box.*

Cimlac Gauze, is still available in the Hospital Pack . . . Boxes containing 24 pieces 4" x 3½".

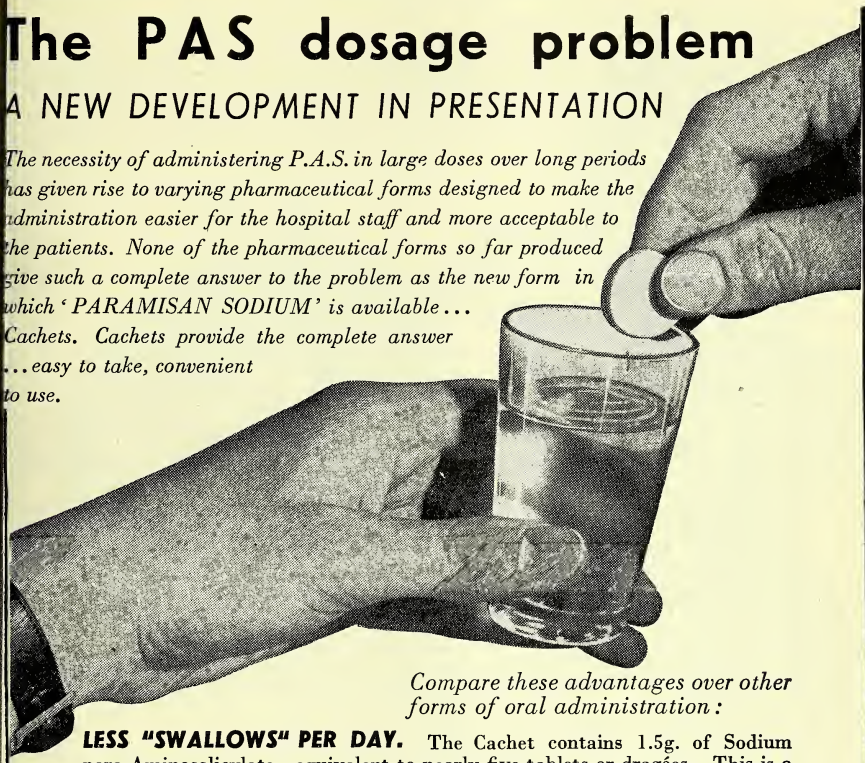
**CALMIC LIMITED · CREWE HALL · CREWE**

**TEL. CREWE 3251 (5 lines). LONDON: EAGLE HOUSE. JERMYN ST. S.W.1.**

# The PAS dosage problem

## A NEW DEVELOPMENT IN PRESENTATION

*The necessity of administering P.A.S. in large doses over long periods has given rise to varying pharmaceutical forms designed to make the administration easier for the hospital staff and more acceptable to the patients. None of the pharmaceutical forms so far produced give such a complete answer to the problem as the new form in which 'PARAMISAN SODIUM' is available... Cachets. Cachets provide the complete answer ...easy to take, convenient to use.*



*Compare these advantages over other forms of oral administration:*

**LESS "SWALLOWS" PER DAY.** The Cachet contains 1.5g. of Sodium para-Aminosalicylate—equivalent to nearly five tablets or dragées. This is a valuable point in view of the heavy dosage scheme necessary.

**EASY ADMINISTRATION.** The Cachet, previously dipped for a second or two in water, is surprisingly easy to swallow with a draught of water. Three or four Cachets can be taken in quick succession without any difficulty.

**CERTAIN DISINTEGRATION.** The Cachet disintegrates quickly when swallowed. There is no danger of its passing through unabsorbed—a difficulty which has been encountered following the administration of large quantities of coated tablets.

**NO UNPLEASANT TASTE.** The Cachet leaves no taste in the mouth — a great advantage over solutions and over some forms of granules.

**ACCURATE DOSAGE.** The Cachet is simple to supply as an accurate dose, avoids waste and is undoubtedly the best way to buy and administer P.A.S.

# 'PARAMISAN SODIUM'

TRADE MARK BRAND

SODIUM para-AMINOSALICYLATE

**PACKED IN CONTAINERS of 100, 500 & 1,000** **CACHETS**

**EACH CONTAINS 1.5g**

Literature and prices available on application to :

HERTS PHARMACEUTICALS LIMITED, Welwyn Garden City, England G.M.T.53

# "Miss SILCOT"

***—A NEW SERIES IN THE WOMEN'S MAGAZINES***

In the next few weeks "Miss Silcot" will make her appearance in the women's magazines. As becomes her name, she has, like the vast multitude of women users, a very high opinion of Silcot. Like them she is a Silcot enthusiast.

Who better, then, to proclaim the qualities of Silcot, discuss the comfort of Silcot, make more customers for Silcot ?

"Miss Silcot" will attract the attention of millions of women every month in the women's magazines. She will help your sales and increase your profits.

You can share the benefit of this extensive and continuous advertising in the women's magazines by selling Silcot—a quality towel at a competitive price.

***STILL MORE WOMEN WILL BE READING ABOUT SILCOT —STILL MORE WOMEN WILL BE BUYING SILCOT***

**SILCOT** SANITARY TOWELS

MACDONALD & SON LTD.

HOPE MILLS, POLLARD STREET, MANCHESTER, 4 Ardwick 1561-2

# DISPLAY and RECOMMEND

★ ATTRACTIVE SHOWCARDS SUPPLIED ON REQUEST
★ BONUS TERMS OF 13 TO THE DOZEN AVAILABLE IN RETURN FOR DISPLAY SERVICES

## 'ZEPHROL'

*trade mark* *brand*

**ephedrine cough syrup**

sells at **2s.5½d.** per bottle

*manufactured by*

**MAY & BAKER LTD**

*distributors*

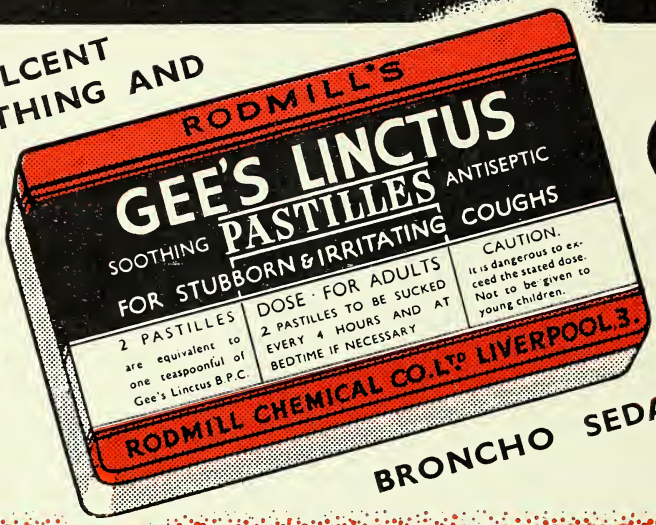
**PHARMACEUTICAL SPECIALITIES (MAY & BAKER) LTD. DAGENHAM**

4/178b

# The full therapeutic value of GEE'S LINCTUS now available in . . .

## RODMILL'S GEE'S LINCTUS PASTILLES

DEMULCENT SOOTHING AND




BRONCHO SEDATIVE

**TWO PASTILLES ARE APPROXIMATELY EQUIVALENT IN THERAPEUTIC VALUE TO ONE TEASPOONFUL OF THE OFFICIAL LINCTUS.**

Amber coloured glazed pastilles — packed in 2 oz. attractively printed tins. One dozen tins in a counter display outer.

**RETAIL PRICE 1/6** PER TIN INC. TAX

**COST PRICE** Per Dozen Tins

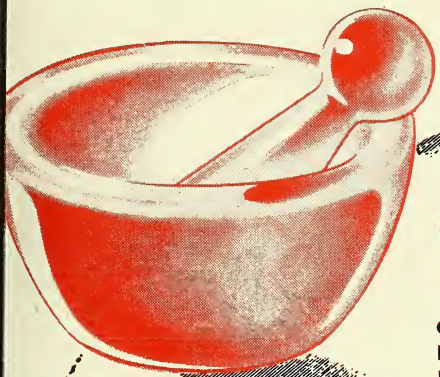
| 1 DOZEN | 6 DOZEN | 12 DOZEN |
|---|---|---|
| 9/9 | 9/6 | 9/3 |

PLUS 3/3 per dozen Purchase Tax

**ORDER NOW FOR IMMEDIATE OR FORWARD DELIVERY**

**RODMILL CHEMICAL CO. LTD. LIVERPOOL, 3.**

MONSANTO CHEMICALS
FOR EVERY INDUSTRY



# ASPIRIN B.P.

**CRYSTALS and POWDER**
Including "Aspirgran", Monsanto's granular aspirin for direct tabletting.

# PHENACETIN B.P.

**CRYSTALS and POWDER**
Monsanto are the only British makers of Phenacetin

**OTHER MONSANTO PHARMACEUTICALS AND GERMICIDES INCLUDE**

SALICYLIC ACID B.P. • SALICYLIC ACID TECHNICAL • SODIUM SALICYLATE B.P. • METHYL SALICYLATE B.P. • BENZOIC ACID B.P. • SODIUM BENZOATE B.P. • PHENOLPHTHALEIN B.P. • VANILLIN • PHENOL B.P. • CRESOL B.P. CRESANTOL 3 (Benzyl Cresol) • CRESANTOL 15 (Chlorinated Xylenols) • P.C.M.X. (Chloroxylenol B.P.) • P.C.M.C. (Chlorocresol B.P.) an auxiliary germicide.

**Monsanto Chemicals Limited, Victoria Station House, London, S.W.1**

# *Why you should Sell*

# WANDER

BRAND

# MALT & COD LIVER OIL

BECAUSE of its unsurpassed quality and its ready acceptance by the public, Wander Brand Malt Extract and Cod Liver Oil is a product which the pharmacist can recommend with full confidence, and in his own best interests. Wander Brand Malt Extract and Cod Liver Oil is outstanding in its field and its pharmaceutical excellence is recognized by physicians. The Cod Liver Oil used is the best obtainable and the Malt Extract is specially prepared by A. Wander Ltd. who are leading authorities on its manufacture.

With its attractive appearance and toffee-like flavour, Wander Brand Malt Extract and Cod Liver Oil is thoroughly enjoyed by children and adults.

*On the P.A.T.A.*

*Trade Prices:* 1 lb. Jars **18/9**; 2 lb. Jars **35/-**
*Exempt from Purchase Tax*

*Trade Prices for 1 gross 1 lb. or equivalent :*
2lb. Jars **18/6**; 2lb. Jars **34/6**
*Exempt from Purchase Tax*

*Retail Prices :* 1lb. Jars **2/1**; 2 lb. Jars **3/11½**

**NOTE—Also supplied if required with attractive labels bearing your own name, at competitive prices.**

**Attractive showcards available**

*For further details write to :*

**A. WANDER LTD.**

**42 UPPER GROSVENOR STREET,**
**GROSVENOR SQUARE,**
**LONDON W.1.**

B&Co. LTD.

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| AMINO ACIDS | GLUTAMIC ACID |
| ASPARAGIN | GONADOTROPHIN HORMONES |
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With our companies, associated companies and agents covering the world, we are in a unique position to obtain supplies of—

**PHARMACEUTICAL CHEMICALS**
**ALKALOIDS**
**HORMONES**
**VITAMINS**
**ENDOCRINE PRODUCTS**
**ESSENTIAL OILS**
**EXPRESSED OILS**
**CRUDE DRUGS & BOTANICALS**
**GUMS—WAXES—BALSAMS**

at first hand

We can offer for spot or forward shipment—ex warehouse—f.o.b. or c.i.f. any port.

**We pride ourselves on keeping abreast of latest developments in the medical and pharmaceutical field and on being able to offer the latest products in bulk.**

**BIDDLE, SAWYER & CO. LTD.**
**4 GRAFTON STREET, LONDON, W.1**
*Telephone: REGent 0521 Telegrams: "BIDSAWYA, PICCY, LONDON"*
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PARIS · NEW YORK · BOMBAY · BUENOS AIRES · RIO DE JANEIRO · JOHANNESBURG
Associated companies and offices throughout the world

# Don't let

## 5% EXTRA BONUS

# this one get away!

make sure you benefit from this

## 5% SPECIAL BONUS OFFER

*Only 7 days more—*
*HURRY with your order!*

**THE TIME** The offer is open until September 30th, 1950.

**THE TERMS**

1 **An additional 5% discount on minimum orders of £5** will be allowed in return for two weeks' window and/or counter display of Bob Martin and Tibs preparations.

2 All orders should be made up of 75% of Condition Powder Tablets and Tibs.

**THE TYPE** of parcel we suggest as a minimum order :

| | | | |
|---|---|---|---|
| **Condition Powder Tablets and Tibs 8d. sizes 8 doz. @ 4/10 doz.** | £1 | 18 | 8 |
| **Condition Powder Tablets and Tibs 1/8d. sizes 3 doz. @ 12/- doz.** | £1 | 16 | 0 |
| **Supporting Preparations as requested** | £1 | 5 | 4 |
| | £5 | 0 | 0 |
| **Less 5% Quantity Discount 5/-** | | 10 | 0 |
| **Less 5% Special Discount 5/-** | | | |
| | £4 | 10 | 0 |
| **Less 2½% Cash Settlement Discount** | | 2 | 3 |
| **Nett Cost** | £4 | 7 | 9 |
| **Gross Return** | £6 | 13 | 4 |

**YOUR PROFIT £2 5 7 OR 52% ON COST!**

*(Purchase Tax has not been included in these specimen figures).*

The additional 5% will be allowed on orders to any value over the minimum parcel of £5. **TO-DAY is the time to send in your order.**

Display material will be included in each parcel of goods purchased on special offer terms. These displays are designed to complete our huge press and poster campaigns. They will

**ATTRACT—CONVINCE—SELL**

Show them and profit by them. Remember—this summer more pet-owners than ever before have been seeing Bob Martin and Tibs advertisements. Take advantage of this fact—and of our extra bonus offer.

BOB MARTIN LIMITED, SOUTHPORT

now contains the more stable crystalline potassium penicillin G

# In established nasal infections

# PENDEX

## penicillin-vasoconstrictor combination for intranasal use

'Pendex' presents, in a stable aqueous solution, the potent antibacterial action of penicillin combined with the rapid and prolonged vasoconstriction of 'Paredrinex'. The superior penetrative action of penicillin, aided by a vasoconstrictor, makes 'Pendex' a valuable local treatment in established nasal infections where the organisms are often too deeply embedded to be exposed to the killing effects of surface-acting drugs.
Available in bottles of 15 c.c. with dropper. Trade price 63/- per doz. Retail price 7/- each. (Exempt from Purchase Tax.)

*The 'Pendex' package consists of penicillin in dry state and a buffered aqueous solution of 'Paredrinex'—each in a separate container. The pharmacist has only to mix the two, and 'Pendex' is dispensed freshly prepared and with the penicillin at full therapeutic potency.*

---

*When prepared as directed 'Pendex' will contain, for one week at room temperature, not less than : Crystalline potassium penicillin G, 1,500 International Units per ml.; 'Paredrinex', 1 per cent.; in a specially buffered aqueous solution.*

*Medical literature to pharmacists on request*

**MENLEY & JAMES, LTD.**, 123 COLDHARBOUR LANE, LONDON, S.E.5, ENGLAND
for *Smith Kline & French International Co., owner of the trade marks 'Pendex' and 'Paredrinex'*

PX:T90

There's a lovely skin...

...well that's Nivea

The charming babies depicted here are appearing in some of the national press advertisements for Nivea, telling mothers why Nivea is ideal for the tender skin of the very young. Other advertisements in the campaign show pictures of lovely girls, coupled with the headline "Well, that's Nivea."
This national advertising is now running in all the popular women's weekly magazines. A range of attractive window display material for different seasons of the year is available on request. Look to your stocks, and order now. Bonus terms for window display.

*for skin-health and beauty*

***skin needs* NIVEA**

(T62) HERTS PHARMACEUTICALS LIMITED · WELWYN GARDEN CITY · HERTS.

# *THE HYGEX DE LUXE BRUSH*

The HYGEX De Luxe Brush, in extra-stiff Bristle or Nylon, is supplied in rosewood, pastel blue, green and pink, complete with brush cleaner, and packed in attractive individual boxes. It is going to be *another* Hygex 'best-seller' with a *good* profit margin. *Order through your usual wholesaler*

*RETAIL PRICES*

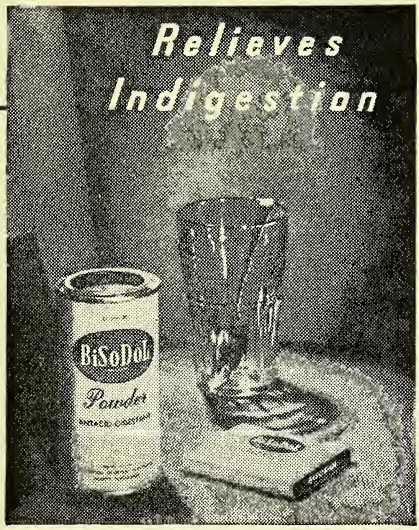
**No. 35 BRISTLE .. 25/-**
**No. 45 NYLON .. 35/-**

**THE BRUSHES PEOPLE CAN WELL AFFORD**

**Hygex**

*Manufacturers*
**HENDERSON BROS & CO. LTD**
Burwell Road, Leyton, London, E.10
*LEYtonstone 5202/3*

# Complete your I.C.C. £10 Parcel★ with BISODOL




**RETAIL PRICE** (inc. p.t.): Powder 1/9 & 4/1; Tablets (30's) 1/4, (100's) 3/7.

**TRADE PRICE** per doz.: Powder 12/9 (p.t. 4/3) & 29/3 (p.t. 9/9); Tablets 9/9 (p.t. 3/3) & 26/- (p.t. 8/8).

**EXTRA DISCOUNT** 12½% on £10 parcel, 10% on £5 parcel.

Most of your customers, whether at work or in the home, at some time need an antacid digestant. BiSoDoL, packed in powder form for the medicine cupboard and in tablets for the handbag or pocket, is as convenient as it is effective. The extra 12½% discount that you earn on BiSoDoL in an I.C.C. £10 parcel makes it an exceedingly profitable line to stock and display. Order with your I.C.C. parcel and show this BiSoDoL card to make sure of sales.

★

| | | |
|---|---|---|
| **YOUR SELLING PRICE** | = | **£13 6s. 8d.** |
| **YOUR OUTLAY (£10 LESS 12½%)** | = | **£8 15s. 0d.** |
| **YOUR PROFIT** | = | **£4 11s. 8d.** |

**PICK YOUR £10 PARCEL FROM THESE PRODUCTS**

- 'BiSoDoL'
- 'ANADIN'
- 'ANNE FRENCH' Cleansing Milk
- 'BISURATED' Magnesia
- 'FREEZONE' Corn Remover
- 'KOLYNOS' Preparations
- 'LYSTONE' Salts
- 'PINEATE' Honey Cough-Syrup
- 'REUDEL' Bath Salts

# BiSoDoL

TRADE MARK

**International Chemical Company Ltd., Chenies St., London, W.C.1.**

# CRUDE DRUGS

ESSENTIAL

GUMS OILS WAXES

BROME & SCHIMMER

WHOLESALE DRUGGISTS

BOTANICAL DRUG IMPORTERS AND SPICE MERCHANTS, DRUG AND SPICE MILLERS

7 LEATHER MARKET, LONDON, S.E.1

# Esbron LUNG TONIC & TROCHES

For Coughs, Colds, Chest and Throat Ailments and also for Asthma and Bronchitis.

*Autumn and Winter are approaching. It would be advisable to get stocks in now*

9/- per doz. Retail 1/4½ each.
3 doz. lots 8/9 per doz.

BROOK, PARKER & Co., Ltd.

ASHFIELD, BRADFORD

13 QUEEN STREET, GLASGOW, C.1

IF ITS *Salicylates!*

ACID SALICYLIC B.P.

SODIUM SALICYLATE B.P.

*We* SPECIALISE IN THE MANUFACTURE OF B.P. SALICYLATES OF THE FINEST QUALITY AT COMPETITIVE PRICES.

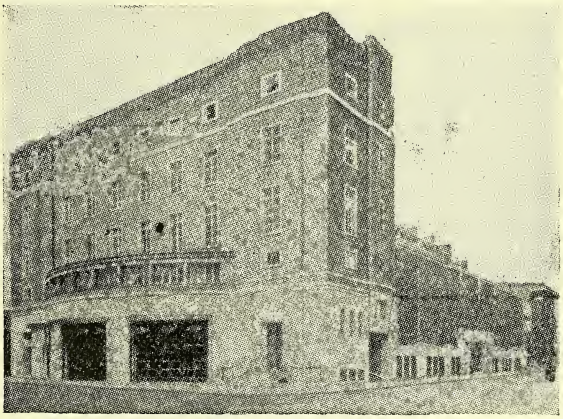
*The* WARRINGTON CHEMICAL & DRUG Co. LTD

PADDINGTON WORKS, WARRINGTON, England. Grams "Salicin" Warrington. Phone Warrington 2331–2

WCD FINE CHEMICALS CO. LTD.

# 50th Chemists' EXHIBITION

## Oct. 3, 4, 5 & 6 - 1950



IN THE **NEW HALL** OF THE

**Royal Horticultural Society**
**Westminster, London, S.W.1**

AN annual event, excepting the war years, for more than half a century, which affords the pharmacist the unique opportunity of inspecting under one roof a full collection of practically everything in which he deals or which he uses in his business

*For further particulars, details of rebates on rail fares to Retail Chemists in business on their own account in Great Britain, Northern Ireland and Eire; Tickets of Admission, etc., apply The Organisers,*

**THE BRITISH & COLONIAL DRUGGIST LTD.**
**194-200 BISHOPSGATE, LONDON, E.C.2**

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*Sole Manufacturers:* JEFFREYS, MILLER & CO. LTD., *Leyland Mills, Wigan. (London Dept. 19 Brookside Rd. N.19)*

BECAUSE OF THE BUTTERSCOTCH FLAVOUR

*Now Available*

SACKERS HYGIENIC METAL COMBS

Will remove Nits, Vermin from hair and scalp

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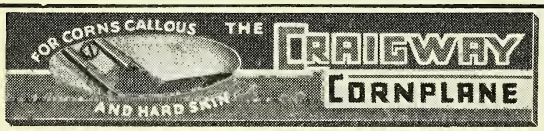


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Usual discount to Wholesalers

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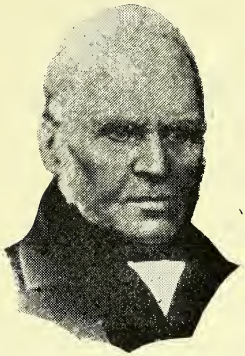

JOHN DUNCAN (1780-1871)
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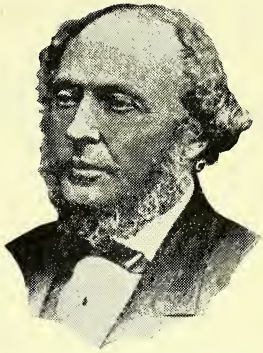

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Long before the reign of Queen Victoria, John Duncan had acquired fame for the manufacture of high-quality drugs. Entering into partnership with a former apprentice, William Flockhart, he founded the business of Duncan, Flockhart & Co.

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EDINBURGH LONDON

# *Emotional Stress*

plays an important role in the development of functional and, ultimately, of organic disorders. A therapy which prevents the psychic component from acting as a precipitatory factor may either prevent the occurrence of organic lesion or contribute to the healing process.

# BELLADENAL

affords relief from stress and anxiety and allays spasmodic conditions in: Mental tension - Functional dyspepsia - Angina pectoris (Interval treatment) Peptic ulcer - Bronchospasm - Dysmenorrhoea - Travel sickness.

*Full clinical information and samples upon request.*

**Presentation:** tubes of 20 tablets and bottles of 100 and 250 tablets.

*Hospital size:* bottles of 500 tablets.

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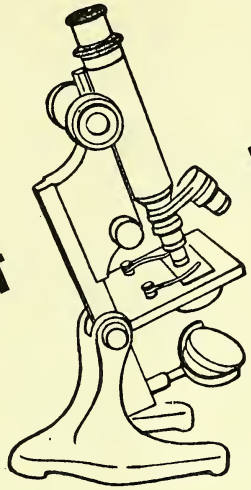

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Research, Standardisation, Activity, Purity—these important factors have built up the high reputation of "Oxoid" Medical Preparations.

Your orders, by letter, telephone or telegram are dealt with immediately and goods reach you in the shortest possible time.

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*with every member of the family . . . .*

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**SOAP · OINTMENT**

**TALCUM POWDER · SHAVING STICK**

These grand aids for skin-care have been giving confidence and satisfaction for over 65 years. Profits are good — Advertising consistent and widespread. Sales-promoting window displays always at your service.

*The following attractive products, each with a universal appeal, will shortly be added to the popular Cuticura Range:*

**HAND CREAM · BABY OIL**

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*for*

THE POTTER DRUG & CHEMICAL CORPORATION
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313

## *Place your stock orders NOW for the following counter lines:—*

'COGENE' · 'GENASPRIN'

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'GENOZO' TOOTH PASTE

| Display & Co-operation | | Discount |
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| Parcel value | £3 - - - - - - - - - | 2½% |
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Discontinued during the war years, the availability of essential ingredients enables us to resume production and distribution of this very popular pre-war treatment shampoo.

*NOT*

**"just another liquid soapless shampoo"—**

**but a shampoo based on pure soap specially and scientifically blended to combat dandruff and safeguard the scalp from scurf and other disorders.**

**Retailing at 1/3 per bot.** (incl. P. Tax)

**Wholesale price 8/6 doz.** (plus ⅓ P.T.)

*This will be a popular line for you because :-*

It has a strong appeal to MEN as well as women.

It is just right for CHILDREN'S hair.

It possesses definite tonic properties for the removal of dandruff, scurf, and scalp irritation.

Gentle in action; no drastic "degreasing" properties to harm the hair and render it brittle or harsh to the touch.

Its refreshing perfume appeals to both sexes.

It is extremely economical in use, a 1/3 bottle is sufficient for at least two good shampoos.

*Write for particulars of our best terms*

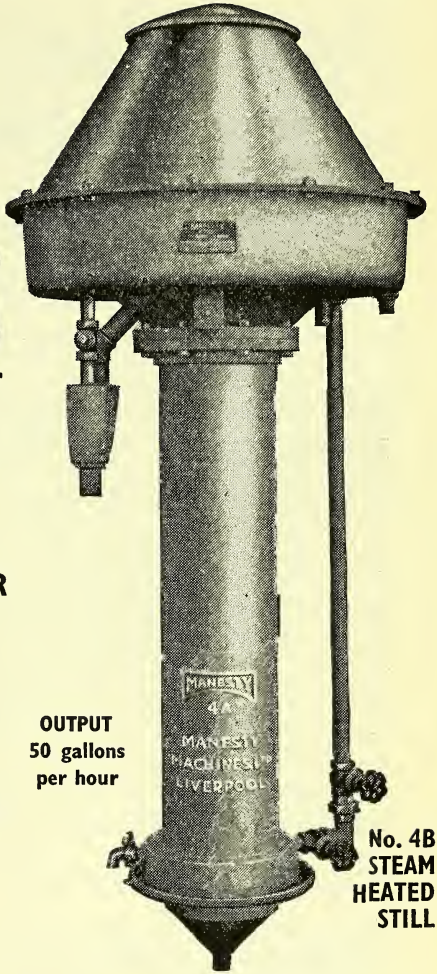
**EVAN WILLIAMS CO. LTD.**

**SALES DEPT. AINTREE RD. PERIVALE, MIDDLESEX.**

MANESTY

BRITISH MADE

# AUTOMATIC WATER STILLS




- CONTINUOUS IN OPERATION
- HIGH QUALITY DISTILLED WATER
- LOW COST OF OPERATION
- EASILY CLEANED

OUTPUT
50 gallons
per hour

No. 4B
STEAM
HEATED
STILL

FROM

DESTIL
ELECTRIC

OUTPUT
2 pints per hour

THIRTEEN MODELS AVAILABLE
*HEATING by*
GAS, ELECTRICITY, STEAM AND PARAFFIN

FULL DETAILS GLADLY SUPPLIED

## MANESTY MACHINES LTD.

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*Telephone:* HUNTS CROSS 1972 *Telegrams:* MANESTY, LIVERPOOL

By Appointment
Brushmakers
G.B. Kent & Sons Ltd.

KENT
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*Announcing—*

**The *NEW* 'POPULAR' model of the KENT-COSBY '*Allure*' Perfume Hairbrush Retailing at 25/- inc. Pur. Tax**

To the world's greatest selling hairbrush is now added a NEW model for a NEW market at a price within the buying range of the majority of your customers.

The new "POPULAR" model embodies the design and patented world exclusive hygienic and perfume features of the Kent-Cosby "Allure" Hairbrush in a new range of enchantingly coloured enamelled wood handles, and this brings to an immense new public those benefits which are now being enjoyed by hundreds of thousands of discerning women.

National advertising will increase to build up your Christmas trade. Place your Christmas order now and be certain of delivery.

- REFILL TAKES OUT TO WASH
- HANDLEBACK NEVER SPOILT BY WATER
- ABSOLUTE CLEANLINESS AT BRUSH BASE

**The "ALLURE" Range**

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| **New "POPULAR"** | **25/- each** | Retail Price including Purchase Tax |
| **Existing "PRINCESS"** | **39/6 ,,** | |
| **Pure Bristle "DE LUXE"** | **63/- ,,** | |

**Remember the '*Allure*' Brush is an ideal Christmas Gift Line**
**EVERY day is somebody's birthday.**

**G. B. KENT & SONS LTD. 24 OLD BOND STREET, LONDON, W.1**
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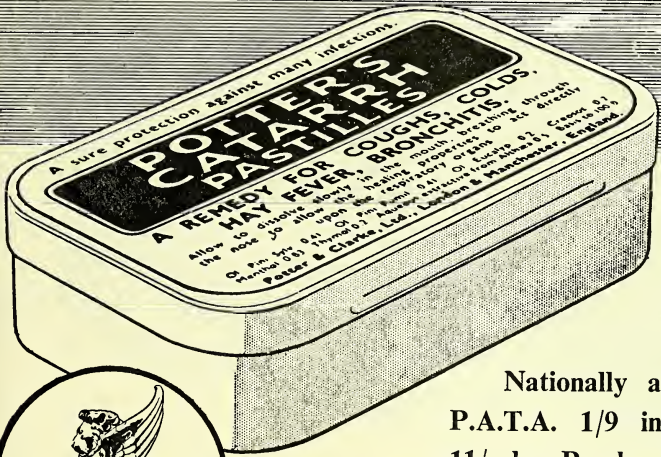


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**POCKET SIZE TINS**
**7½d. and 1/3d.**

*Flexoplast Dressing is also available in the new hygienic cartons. Size 1½" × 1 yard and 2½" × 1 yard.*

# Flexoplast BRAND
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## FIRST-AID DRESSINGS

OBTAINABLE FROM YOUR
USUAL WHOLESALE SUPPLIER

*Manufactured by*
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*Established over 100 years*

TF106

# A PRODUCT WITH A PEDIGREE

The chemist who recommends 'Tabloid' brand Aspirin deserves well of his customers. Because it is prepared to undeviating standards, this fine product is unvarying in purity, precision and promptness of effect.

Constant in quality, 'Tabloid' brand Aspirin is equally consistent in the steady tide of business it brings to retail pharmacies. For close on fifty years it has been a trusted standby in countless thousands of homes. Attractive showcards, display-outers and crowner cards are all available to stimulate your sales. Special bonus terms give *fourteen* to the dozen on 6 dozen assorted lots ; or *thirteen* to the dozen on 3 dozen assorted. In bottles of 25 and 100, selling at 1/- plus 3d. tax and 2/10 plus 8½d. tax respectively.

## 'TABLOID' BRAND ASPIRIN

**BURROUGHS WELLCOME & CO.** *(The Wellcome Foundation Ltd.)* **LONDON**

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★ *You will be more than pleased that you've called at one of*

# MAW'S

## *Christmas Stockrooms*

*to see what there is for YOU in the wealth of choice and extraordinarily fine merchandise.*

Forthcoming Stockrooms

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| **Birmingham** | The Grand Hotel | 25—29 Sept. |
| **Manchester** | The Grosvenor Hotel | ,, ,, |
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| **Portsmouth** | The Royal Beach Hotel | 2—6 Oct. |
| **Derby** | The Midland Hotel | ,, ,, |
| **Bristol** | The Royal Hotel | 9—13 Oct. |
| **Glasgow** | The George Hotel | ,, ,, |
| **Leeds** | The Golden Lion Hotel | ,, ,, |

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*Whenever you are in the West End of London drop in at our Showroom at 67/68 Jermyn Street (just off Piccadilly) for a quick look at all kinds of important lines which our Representatives are not normally able to bring to you, and at this time of year of course, the complete range of our Christmas merchandise We shall be delighted to see you Monday to Friday 9—6, or by appointment at any other time convenient to you.*

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*Manufacturers of Fine Chemicals and Pharmaceutical Products*

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'WITCH' Hair Pins

NATIONALLY ADVERTISED

They're in demand Everywhere!

More women than ever buy Witch Hair Pins because they really do "stay put."

Supplied in Black, Blonde, Brown and Grey.

Made by THE WHITECROFT PIN MANUFACTURING CO., LTD. Whitecroft - - - - - - Gloucestershire

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TANNIC ACID (Bulk Supplies Only)
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BURNSIDE'S EUCALYPTUS OILS
Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world.—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

80/85% B.P.
Oil Euc. Dives 40/45%
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Piperitone 90/95%
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.... Phellandrene ....

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Agents for U.K.: WILSON & MANSFIELD, LTD., 15 Philpot LANE, LONDON, E.C.3

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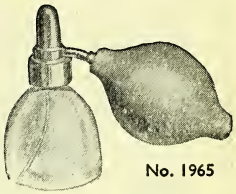
SAMCO
BRITISH MADE

**Entirely British Made**



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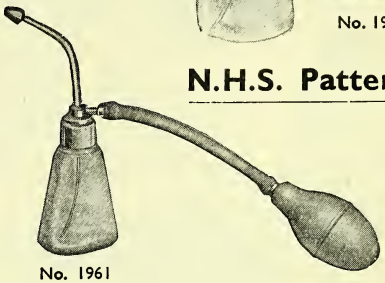
**N.H.S. Patterns**



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*Supplies available from your usual wholesaler . .*

**SAMCO Atomisers and Sprays differ from types in general use in that each model is a Scientific Instrument specially designed to handle all types of spraying compounds without the necessity to adjust the nozzle of the instrument in any way.**

**Each instrument is manufactured and assembled to mathematically exact limits thereby assuring uniform performance.**

**Materials of the finest quality only are used and all components in direct contact with fluids are made of pure nickel, which is impervious to every known substance used in medical prescriptions.**

**All components are heavily chromium plated.**

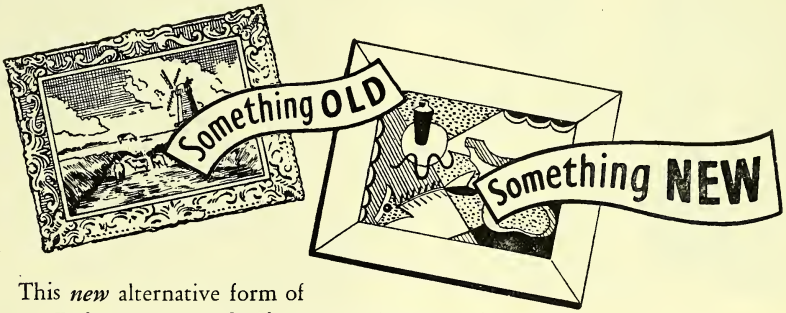
**All SAMCO models are *pressure* operated, thus ensuring complete atomisation.**

ACTUAL MANUFACTURERS

Phone: EUSton 1757 & 5514

**S. MURRAY & Co. Ltd.**

**45 ST. PANCRAS WAY . . . . LONDON . . . . N.W.1**

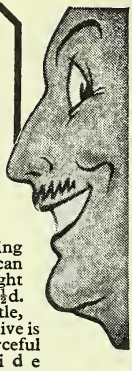



This *new* alternative form of *Befortiss B-complex* is a very pleasant and inexpensive preparation, readily acceptable to patients and at the same time suitable for dispensing in prescriptions. It is proving especially helpful in the treatment of children and adults who find capsules and tablets difficult to swallow.

**BEFORTISS B COMPLEX ELIXIR**

VITAMINS LIMITED, UPPER MALL, LONDON, W.6

# PARKINSONS PILLS PUT ME RIGHT!



. . . and fast selling Parkinsons Pills can help put **you** right too! Retailing at 3½d. 7d. and 1/2 a bottle, this famous laxative is backed by forceful nation-wide advertising.

# CROAKY?

*get yourself a bottle of*

# KILKOF

You get a bigger percentage of profit on Kilkof than on any other top-selling cough mixture today. A dozen bottles of Kilkof cost you 10/3d; you retail them at 1/6d. a bottle; while nationally advertised "Croaky" is building up more and more demand.

*Famous names from a famous House*

# PARKINSONS

**MANUFACTURING CHEMISTS · BURNLEY**

## *"Eagle" Brand Chemicals*

**B.P.**
**PRECIPITATED**
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**— CRYSTALS and ANHYDROUS —**

**EPSOM SALTS**
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*Enquiries Invited*

**JOHN RILEY & SONS, LTD**
***Chemical Manufacturers***
**HAPTON near BURNLEY**

*Telegrams :* **" Rileys Hapton "**
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*Introducing the*

**NEW 1/6d. ALUMINIUM PACK**

Special offer of one dozen in Display Carton. 12 charged as 11/12ths dozen. Net cost 8/8½d. plus tax 3/5d. doz. Post paid. Order now this quick selling line for extra profits.

**SELTO (EASTBOURNE) LTD.**
Hampden Park - - - Eastbourne

ST. 22

SMOOTH SELLING

'Sleek' TRADE MARK

PLASTIC ADHESIVE STRAPPING

AN HPL PRODUCT

- WATERPROOF
- SMOOTH & PLIABLE
- STAYS CLEAN
- OIL RESISTING
- NON FRAYING

FLESH COLOUR ONLY
1" x 2½yd. SPOOLS
RETAIL PRICE 1/3
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HERTS PHARMACEUTICALS LIMITED · WELWYN GARDEN CITY · HERTS

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6 oz. Best
White Sulphite

SEND FOR
SAMPLE ROLL
and
COUNTER
DISPLAY
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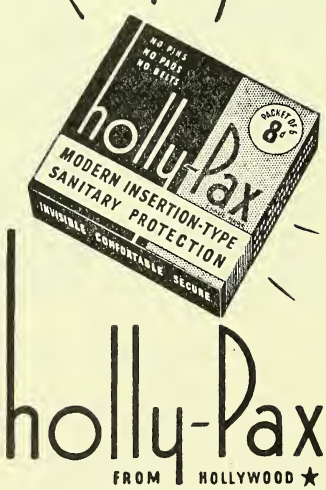
# Hollypax economy means extra sales

The nation-wide need to economise means that Holly-Pax will be in bigger demand than ever before. Because Holly-Pax is the best tampon value on the market . . . because more and more women who prefer modern insertion-type sanitary protection must now "count the pennies" . . . because Holly-Pax is well advertised, and attractive Display Material is available for your use . . . you're bound to benefit from bigger sales and quicker profits. **Stock up now with Holly-Pax !**




*Modern Insertion-Type Sanitary Protection*

*Sole Distributors:*
*FASSETT & JOHNSON LIMITED,*
*86 CLERKENWELL ROAD, LONDON, E.C.1*

# "CELLOPHANE" BAGS

**A FEW STOCK SIZES. ALL PER 1,000**

| | | | | | |
|---|---|---|---|---|---|
| 1¾ x 2¾ | .. 12/6 | 3½ x 8 | .. 35/- | 5 x 5 | .. 30/- |
| 2½ x 4 | .. 18/- | 4 x 4 | .. 23/6 | 5½ x 6½ | .. 37/6 |
| 3 x 5 | .. 24/- | 4 x 7 | .. 35/- | 5 x 9 | .. 45/- |
| 3½ x 6½ | .. 30/- | 4½ x 8 | .. 37/6 | 5½ x 10 | .. 50/- |

**"CELLOPHANE" SHEETS FOR WRAPPING**
20 x 30. 55/- 500. Rolls. 5yds. x 20". 18/- doz.

***Also* ROLLS and SHEETS PLAIN and COLOURS**

***Large stocks of WINDOW DRESSING PAPERS, Etc.***

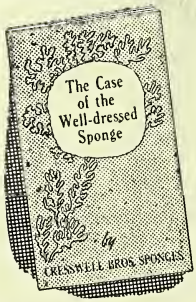
**SAMPLES WITH PLEASURE**

**ALLAN'S** 37, FARRINGDON STREET, LONDON, E.C.4. PHONE: CENtral 5947 • GRAMS: SUNFLECTA, CENT, LONDON (UNDER HOLBORN VIADUCT) Business Hours: 9 a.m. to 6 p.m. Closed Saturdays

**PRE-PACKING & LABELLING**
(We can now accept fresh orders)
*LIQUIDS:* From Bulk into any size bottle from ½ oz.
*POWDERS & TABLETS:* Mixed and packed to customers Specifications.
**J. H. WISEMAN & CO. LTD.**
**100 Blackstock Rd., Finsbury Pk., N.4** *Canonbury 5877*

**FOR CORNS**

Feet Plaisters & Powders. This popular remedy gains new sales successes weekly. Wide-spread advertising assures constant demand. Have you got stocks? Retail prices:- Plaisters 2½d. Powders 1½d. Comb. Pack 9d.
**HOBSON TRIMBLE & CO., LTD.**
**UNION HOUSE, LEEDS, 2**




**IN THE CHEMIST & DRUGGIST TRADE**

***EVERYONE'S READING***

**CRESSWELL BROTHERS' NEW BROADSHEET BRIGHTEST AND BEST ILLUSTRATED PRICE LIST OF NATURAL DEEP SEA SPONGES**

**CHEMIST EXHIBITION**
*October 3rd to 6th* *STAND No. 58*

**CRESSWELL BROS. SPONGES**
(INTERNATIONAL SPONGE IMPORTERS LTD.)
*INTERNATIONAL HOUSE*
**BUCK STREET, CAMDEN TOWN, N.W.1**
Gulliver 5462-3 Grams: Sponge, Norwest, London

# Have you seen THIS

new beautifully designed showcard size 23" x 17½" in full colours ?

With the two side panels 17" x 10½" each also supplied, the whole makes an attractive window display that compels attention, and creates sales.

THE COMPLETE SET IS FREE. Ask our representative, or write to us for your FREE set.

EDME "AUTUMN SUN" is *the* Malt and Oil with the *"taking flavour."*

*For prices and further particulars write to:—*

**EDME LIMITED**
**84-86 REGENT ST., LONDON, W.1**
Phone: Regent 5563-4

---

**YOU SHOULD STOCK**
**THE FINEST SCURF REMOVING & SCALP CLEANSING SHAMPOO**

# NUCTA OIL

***THE SOAPLESS OIL SHAMPOO***

★

**Can be recommended with confidence. Nationally advertised**

IN 8 oz. BOTTLES SELLING AT **3/10. 25/-** per doz., plus tax
ALSO AVAILABLE IN 20 oz. SIZE SELLING AT **9/2. 60/-** per doz., plus tax
CARRIAGE PAID ON NET ORDER OF £2

**Obtainable from your Wholesaler or direct from the Manufacturers**

**STEWART, GOODALL & DUNLOP LTD**
**121A PRINCES STREET, EDINBURGH**

# Inecto assures you of REPEAT SALES

THE GUARANTEED PERMANENT HAIR COLOURING

18 NATURAL SHADES

**IN TWO CONVENIENT SIZES**

Trial-size Outfit, price 5s. wholesale (including 2s. 6d. purchase tax), retailing at 6s.

Full-size Outfit, price 14s. wholesale (including 7s. 0d. purchase tax), retailing at 17s. 6d.

***Available from all wholesale houses.***

INECTO

ENQUIRY BUREAU:
INECTO HOUSE
27 DOVER STREET, LONDON, W.1
*Telephone: Regent 7541*

# 20,000 new 'Oatine' customers every month!

Every month an advertisement appears in Radio Times, with the largest periodical circulation in the world, to offer samples of Oatine Cream, Oatine 'Snow' or Oatine Powder Base.

As a result about 20,000 testers are, each month, invited to obtain further supplies, from their usual Retail Chemist.

One chain of shops reports **100% increase in Oatine sales** since the advertising began. Take advantage of this business and order from your usual wholesaler or obtain Display Parcels **on Bonus Terms,** with show material direct.

# Let them see that YOU stock Oatine Toilets

**THE OATINE CO.** 44 Kennington Lane, London, S.E.11

CVB 46

# HEWLETT'S

# TEETHING JELLY

## A NON-COMPETITIVE COUNTER LINE

## "TAKES THE TEARS FROM TEETHING TIME"

HEWLETT'S Honey-Sweet TEETHING JELLY is being advertised extensively in National Periodicals and on the transport systems of London and Glasgow. This product was introduced only after careful and extensive research in the laboratories of the House of Hewlett, in the confidence that it is by far the most handy, palatable and effective method of soothing infant's gums during Teething Time, yet devised.

Cost **12/-** per doz. plus 4/- Purchase Tax

Retail **1/10** per tube

## C. J. HEWLETT & SON LTD.

*Manufacturing Chemists*

**35-43 CHARLOTTE ROAD · LONDON, E.C.2**

**and at 216 ORR STREET, GLASGOW, S.E.**

## A NEW APPROACH IN
Chemotherapeutics with

# PROCID

"Procid" preparations of sodium propionate offer the following important advantages:—

1 Virtually complete absence of sensitization reactions.
2 Non-toxicity.
3 Effectivity against a wide range of bacteria and fungi.
4 Stability during prolonged periods of storage.

**PROCID SOLUTION** A neutral, sterile solution containing 10% sodium propionate, for the treatment of infections of the eye, eye-lid and ear. Half fl. oz. with dropper, Retail Price 2/6.

**PROCID OINTMENTS** Water-miscible ointments containing 5% or 15% sodium propionate. The 5% ointment is designed for application to the eye, eye-lid and vagina, while the 15% ointment is intended for use on the skin, vulva, anus and in the external ear.
5% tube of 1 dr. Retail Price 1/- 15% tube of 1 dr. Retail Price 1/-
tube of 1 oz. Retail Price 2/6 tube of 1 oz. Retail Price 2/9
*Subject to a discount of 33⅓%.*

**EXEMPT FROM PURCHASE TAX AND POISON REGULATIONS**

**HARKER STAGG LTD**

**8 ST. GEORGE STREET, HANOVER SQUARE, LONDON, W.1**

SHOWING AT
STAND 86 AT CHEMISTS'
EXHIBITION OCTOBER 3-6/1950

## UNTIL OCTOBER 31st

On all orders of 5 jars of Medicated Tablets in bulk (assorted as desired)

**WE OFFER A BONUS**
**of ONE DOZEN 1/3 tins of T.C.L. TABLETS**

**CASH VALUE TO YOU 15/-**

**Total cost : 5 jars £4 13 9 Plus Purchase Tax £1 11 3**

Or alternatively, if pre-packed in 9d packets each jar containing 4⅓ dozen,

**WE OFFER A BONUS**
**of ONE DOZEN 1/6 tins of T.C.L. LOZENGES**

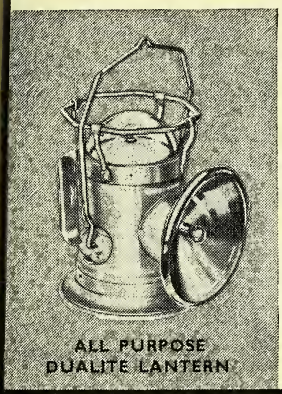
**CASH VALUE TO YOU 18/-**

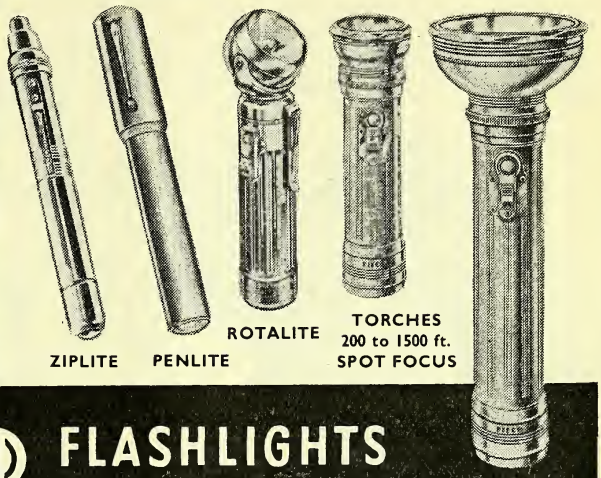
**Total cost : 5 jars £5 13 9 plus Purchase Tax £1 17 11**

*N.B. We pay **Purchase Tax** on the **bonus** in both cases.*

*To make sure of supplies we urge you to order without delay*

**Simpkins of Sheffield**



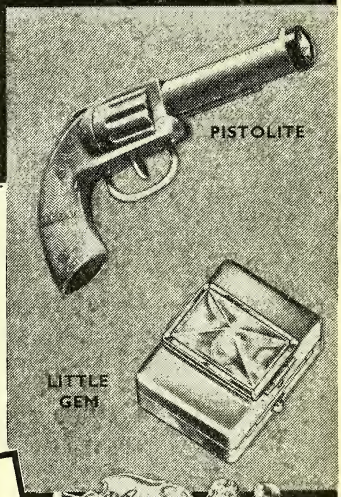



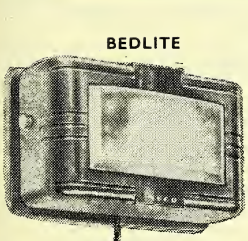

# PIFCO FLASHLIGHTS

*LEAD IN SALES & PROFITS!*

**TOPS FOR DESIGN & PRESENTATION**

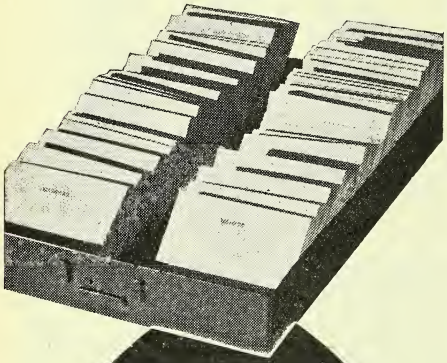
**If you are not yet a stockist, write for illustrated catalogue to :-**
**PIFCO LTD., 59/63 Gt. Eastern Street, London, E.C.2.**



**PIFCO** *Electric Decorations for all festive occasions.*

*Encourage your staff to save a little every pay day*



**a good saver is a good worker**

Starting a Staff Savings Group is a simple process. All the information, equipment and publicity material you require will be gladly sent free of charge on application to your Local Savings Committee or to the National Savings Committee, 1-5 Prince's Gate, London, S.W.7.

*Issued by the National Savings Committee*

Graylands & Co. Ltd.

196 HIGH STREET
WALTHAMSTOW, E.17
Tel.; Larkswood 1724

**CHEMISTS' and DRUGGISTS' SUNDRIES**

**PHARMACEUTICAL PREPARATIONS**

**DRESSINGS—MEDICINAL BOTTLES**

24-HOUR DELIVERY SERVICE

N23

**Victory·V**

GUMS & LOZENGES

FRYER & CO. (Nelson) Ltd., NELSON, LANCS.

SURE-SELLING STOCK!

OVER 150 YEARS REPUTATION

**KEARSLEY'S**

THE ORIGINAL

WIDOW WELCH'S FEMALE PILLS

9d. BOX PROFIT by ordering 1 dozen 3/3½ size. Bonus given on every dozen (13). It pays to push this size

C. & G. KEARSLEY LTD.
71 Dartmouth Rd., London, S.E.23
EST. 1787

# Make it an Occasion —every week!

The dollar shortage is seriously affecting new container production. Your part in container recovery is vital. So next time our collector calls on you, make it a real occasion by giving him every C.R.S-marked container you've got! In fact, make it many returns *every* week from now on!

**CONTAINER RECOVERY HELPS**

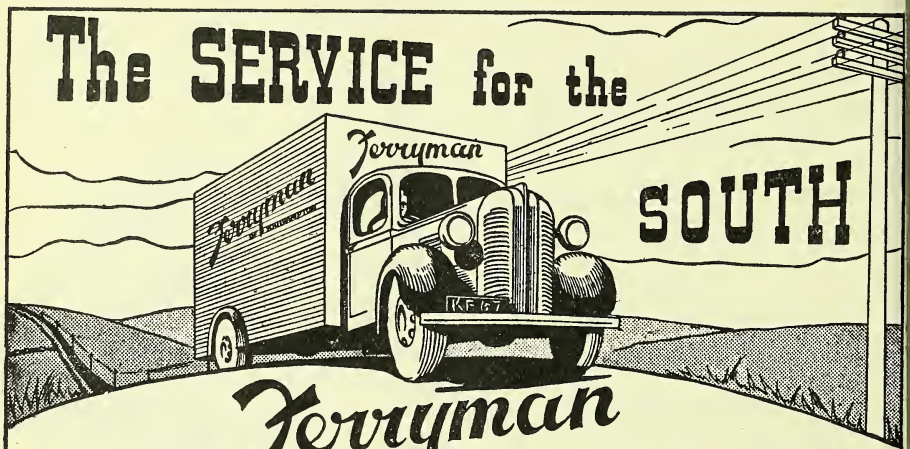
**NATIONAL RECOVERY**

## Container Recovery Service

**S.P.D. Limited, 3-5 Salisbury Square, London, E.C.4**

CRS 62-956

# The SERVICE for the SOUTH




Ferryman
OF SOUTHAMPTON

Manufacturers, Distributors, and Exporters
Drugs, Chemicals, Proprietaries, Ethicals and Druggists Sundries

Cables and Telegrams
Ferryman Southampton
Code "Bentleys"

**HERBERT FERRYMAN LTD.**
**Cobden Bridge, Southampton, England**

Telephones
55641 (5 lines)

# TABLETS & PILLS

PACKED OR BULK

Our up-to-date equipment enables us to quote the lowest possible prices.
Special formulæ our speciality. All standard, official and semi-official products promptly supplied.

THE OLDEST SPECIALISTS
IN THE TRADE
ESTABLISHED 1768

Telephone: Canonbury 3466

**CASTLE HUSKISSON LTD**
Manufacturing Chemists, Swinton Works, Moon Street, Islington
LONDON, N.1.

# Here's the world's most popular hand cream ➡ DRESSED 3* NEW WAYS

## *Grand new packs will sell really fast...*

### ★ THE HINDS SQUEEZE BOTTLE

Unbreakable, lightweight, refillable. Simply squeeze the sides gently for *just the right amount* of Hinds Cream. A blessing to women . . . a boon to *you*! It sells itself! To retail at 4/6d. a bottle.

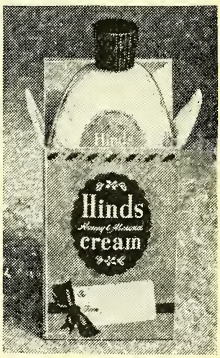
## *And in time for Christmas*

### ★ THIS DIGNIFIED TWIN SET PACK

Hinds Cream and Hinds Talcum Powder in the styled-for-beauty bottles. Retail price—3/11d.

### ★ THIS BEAUTIFUL HOLIDAY BOX

For the large size Hinds Cream. To be sold at the usual price of 3/9d. Just the kind of presents for Christmas giving — just the kind of products for Christmas business!




To increase the demand for these 3 new packs sparkling advertising will appear regularly in

**RADIO TIMES · WOMAN'S OWN · WOMAN**
**WOMAN'S WEEKLY · WOMAN'S ILLUSTRATED**

*Place an order for these quick-selling profit makers straight away! Today!*
Lehn and Fink Products Ltd., Raynes Park, London, S.W.20.

# VITAMINS LIMITED

## Higher Volume of Sales

At the Annual Meeting of Vitamins Ltd., recently, Mr. H. C. H. Graves, Chairman, said that the conversion of the Walton Oaks Mansion into an experimental station was virtually complete. All planning and other arrangements were going ahead normally at their 40-acre site at the new town of Crawley. The extension of their agricultural mill in London was almost finished; increased manufacturing capacity at Chester was also well in hand.

Referring to Bemax particularly, he said they heard even in these days of listless children and of infants who did not grow as rapidly as they should. The National Health Service would treat them and us when we were ill—but what about when we were not really ill—just "below par"? It was the twilight stage, the "betwixt and between" period which most dramatically benefited from the steady use of Bemax.

## N.H.S. Prescribability

*All* their products, including Complevite, Pregnavite, Befortiss, Vitavel Syrup, etc., etc., were prescribable under the N.H.S. It was sometimes alleged that "proprietaries" were more expensive than N.F. or B.P. preparations. This was not true in their case; none of their preparations was *more* expensive, and some were actually *less* expensive! Bemax, on which doubt might conceivably have existed, was, by the ruling of the Joint Sub-Committee on the Definition of Drugs, prescribable in cases of "established disease"—i.e., vitamin deficiencies, but not prescribable to maintain the diet of the healthy. While it was not strictly necessary doctors could of course obviate doubt completely by endorsing prescriptions for Bemax "for vitamin deficiency" or some similar phase.

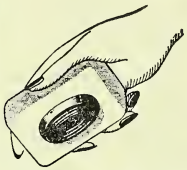
The turnover for the year was the highest in the history of the Company: this was true whether they considered volume or value, but against this overhead costs had increased and net margins had declined. These adverse effects were being effectively countered.

## Attractive New Products

Two new products had been launched with success. Vitavel Syrup was a really delicious source of vitamin A, $B_1$, C and D, in a form attractive to young and old alike. The other was Befortiss Elixir. After Bemax itself Befortiss was the pioneer B complex preparation in the pharmaceutical field. Skilled and patient scientists had produced the most attractive form of liquid B complex preparation available to the medical profession in this or any other country.

The Report and Accounts were adopted.


THE SUGO IS A SELLER



Women are buying the SUGO because:

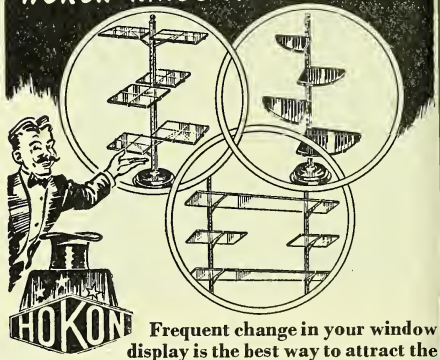
IT MAKES SOAP LAST LONGER . . .
NICER TO USE . . .
EASIER TO HANDLE . . .
IT COSTS ONLY 6d. . . .
*(it costs you 48/- per gross, tax and carriage paid)*
BECAUSE THEY LIKE THE PRETTY PASTEL COLOURS

*Send for Sample, Display card and reply-paid order card.*

The Sugo PLASTIC SOAP SAVER

Dept. C4/SALES
SUGO PRODUCTS LTD
Union Chambers, Weekday Cross, Nottingham

HOKON RINGS THE CHANGES




Frequent change in your window display is the best way to attract the customers' eye. With Hokon Display equipment you can "ring the changes" as often as you like with the minimum effort and the maximum effect.
You can change the height, layout and the look of your display in a matter of minutes, and your goods are displayed to the best possible advantage.

CHURCH & CO (Fittings) LTD
16 THE ORACLE, MINSTER STREET, READING

# The demand for Silvikrin Lotion with Oil

An excellent product—a big new market—straightforward, compelling and consistent advertising. These are the factors which have built Silvikrin Lotion with Oil into a big seller in record time. Reap the full benefit of this new business by making a special display of Silvikrin Lotion with Oil NOW. The well-known red pack makes a striking eye-catcher and increased demand is sure to follow.

**Silvikrin**
**Lotion with Oil**

Silvikrin Laboratories Ltd. *Sole Selling Agents :* Prichard & Constance (Mfg.) Ltd. North Circular Rd., N.W.10 ELGar 8095

# FOR HOME & EXPORT

**META AMINO PHENOL 99/100%**

**PAS ACID**
**PAS SODIUM**
**PAS CALCIUM**
in Bulk and Tablet forms

**SULPHA DRUGS**

**EPHEDRINE HYDROCHLORIDE**

**SULPHONES**
(Export only)

**VITAMIN $B_2$**

● *We can supply these and many other drugs advantageously.*

**M·W·HARDY & CO. LTD**

6 BILLITER STREET · LONDON · E.C.3
TELEPHONE: ROYAL 8343 (10 LINES) · TELEGRAMS: HARDICHEM · LONDON

# MONSANTO CHEMICALS FOR EVERY INDUSTRY

| | |
|---|---|
| **ASPIRIN B.P.** | *Crystals and Powder* |
| **ASPIRGRAN** | *A granular form of Aspirin specially evolved for direct tabletting* |
| **PHENACETIN B.P.** | |
| **SALICYLIC ACID B.P.** | *Crystals and Powder* |
| **SALICYLIC ACID** (technical) | |
| **SODIUM SALICYLATE B.P.** | *White Flakes. White Powder* |
| **METHYL SALICYLATE B.P.** | |
| **BENZOIC ACID B.P.** | |
| **SODIUM BENZOATE B.P.** | |
| **PHENOLPHTHALEIN B.P.** | |
| **VANILLIN** | |
| **PHENOL B.P.** | *Ice Crystals. Detached Crystals Liquefactum B.P.* |
| **CRESOL B.P.** | |
| **CRESANTOL 3** (Benzyl Cresol) | |
| **P.C.M.X.** (Chloroxylenol B.P.) | |
| **CRESANTOL 15** (Chlorinated Xylenols) | |
| **P.C.M.C.** (Chlorocresol B.P.) | *An auxiliary germicide* |

**MONSANTO CHEMICALS LIMITED · VICTORIA STATION HOUSE · LONDON · S·W·1**

ELASTIC BAND TRUSSES

SURGICAL BELTS
CORSETS
BRASSIERES

Sesiness

Sesiness E E E REGD.

SUSPENSORY BANDAGES

THE FINEST ELASTIC SURGICAL APPLIANCES

STOCKINGS
Seamed
Seamless
Two-way
Stretch

ATHLETIC-SLIPS

NATIONAL HEALTH SERVICE APPLIANCES of all Descriptions

E. SALLIS LTD.
VERNON WORKS · BASFORD · NOTTINGHAM
TELEPHONE NOTTINGHAM 75480 ESTABLISHED 1858

WHITE FLINT

# Medical and Pharmaceutical GLASS CONTAINERS

OF QUALITY—WITH SERVICE BEHIND THEM!

**DISPENSING BOTTLES**
1-oz. to 20-oz. Plain Cork Mouth or Screw. 2-oz. to 16-oz. Plain or Graduated.

**RIBBED OVALS**
Cork Mouth or Screw.

**VIALS**
½-oz. 1-oz. 1½-oz. 2-oz. 3-oz. Medium or Tall.

**TABLET BOTTLES**
Nos. 1 to 7½ sizes.

**ROUND SCREW JARS**
½-oz., 1-oz., 2-oz., 4-oz.
Also
Round Squat Screw Jars 1½-oz., and 2½-oz.

**SCREW CAPS**
White Enamelled Tinplate. Aluminium and Black Bakelite.

WHOLESALE ONLY

NATIONAL

NATIONAL GLASS WORKS (YORK) LTD.

TRADE MARK

Fishergate, YORK
Tel. : YORK 3021

105 Hatton Garden, LONDON, E.C.1
Tel. : HOLBORN 2146

# BIG NEW* Advertising Programme

reaching over

**22,297,000**

potential customers

Gaining in momentum every week, the NEW* Remington Advertising Campaign . . . reaching its climax in September, October, November and early December . . . . includes the following National and Provincial Newspapers, and Magazines :—

Daily Express - Daily Mail
Daily Telegraph - Times
Evening Standard - - - -
Sunday Times - - Punch
Radio Times - - - Tatler
Picture Post - Illustrated
Birmingham Mail - - - -
Cardiff S. Wales Echo - -
Leeds Yorks Evening Post -
Liverpool Echo - - - - -
Bristol Evening World - -
Edinburgh Evening Dispatch
Manchester Evening News -
Glasgow Evening Times - -
Newcastle Evening Chronicle

Bigger Sales!
Bigger Profits!!
Bigger Discounts!!!

REMINGTON RAND LTD. (SHAVER DIVISION)

THE FAMOUS

# REMINGTON

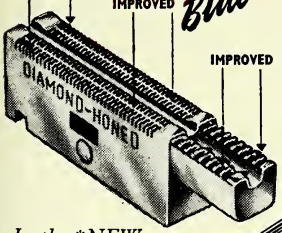
*Electric*

DRY SHAVER

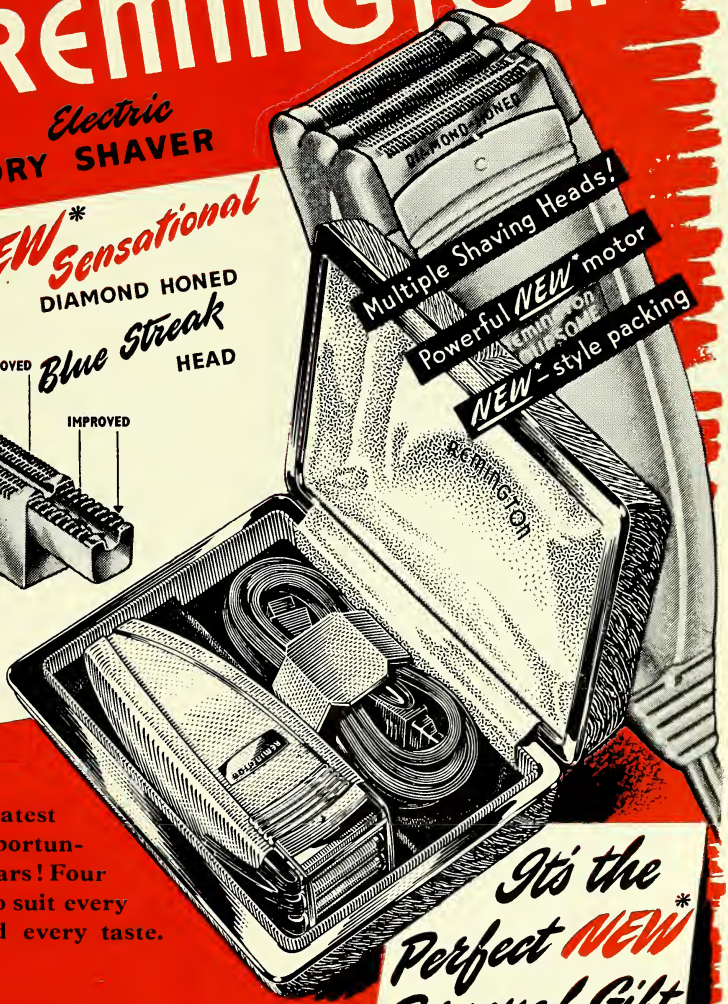
with the *NEW* Sensational

DIAMOND HONED

*Blue Streak* HEAD




*In the *NEW Master-Design Presentation Case*




**The greatest sales opportunity for years! Four models to suit every need and every taste.**

More Remington Electric Dry Shavers have been sold throughout the world in the last ten years than all other makes combined.

*It's the Perfect NEW* Personal Gift*

ORDER NOW FOR THE CHRISTMAS TRADE

Commonwealth House, 1, New Oxford St., London, W.C.1

# THE BARTLETT SERIES of the

# *Perfect Eyebrow Pencil*

**BLACK**
**LIGHT BROWN**
**DARK BROWN**

*4/- dozen plus Purchase Tax*
*Fixed price to public 10d. each*

**ORDER FROM YOUR USUAL WHOLESALER**

***Wholesale enquiries to***

**ALFRED FRANKS & BARTLETT CO. LTD.**
**AUDREY HOUSE, ELY PLACE, LONDON, E.C.1**

# AGAIN... YOU'RE ON

# Velvet

## HANDKERCHIEF TISSUES

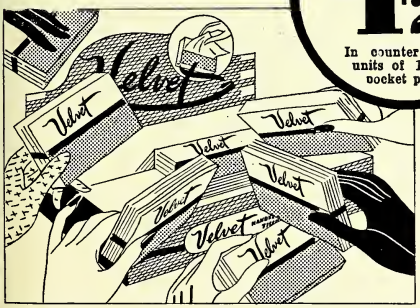
## with the "first-time" appeal of the NEW

# pocket pack

**WHAT IS THE MARKET?**
The millions of men, women, and children who travel daily for whatever reason. To them, Velvet—*first* with the Pocket Pack, means greater convenience and a full-size quality Tissue that does everything a handkerchief can do . . . and more!

**WHEN IS THE SEASON?**
Now, and all-the-year-round. But demand for the Velvet Pocket Pack will undoubtedly peak during the cold-epidemic months.

**RETAIL PRICE**
**4½d.**
In counter display units of 1 dozen pocket pack




**THE STOCK WITH THE VANISHING TRICK!**
Self-serve cartons display the velvet Pocket Pack to best advantage and speed your very profitable turnover

**PROFIT MARGIN**

# 50%

ON COST

***ORDER IMMEDIATELY FROM YOUR USUAL WHOLESALER***

*The Complete Service*

WASHED AND STERILIZED READY FOR USE

FITTED KORKALITE, MOULDED OR ALUMINIUM CAPS

CORKMOUTH

UGB

**UNITED GLASS BOTTLE MANUFACTURERS LTD.**

8 LEICESTER STREET, W.C.2

*Tel.:* GERRARD 8611 (18 Lines) *Grams:* UNGLABOMAN LESQUARE, LONDON

F. W. HAMPSHIRE & CO. LTD., MANUFACTURING CHEMISTS, DERBY

# Important Announcement

## DISPLAY BONUS OFFERS TO CHEMISTS AND DRUGGISTS

**9d. and 1/3d. Snowfire Hand Jelly**

11 dozen invoiced. 1 gross sent
6 dozen charged as 5½ dozen

**1/6d. and 2/9½d. Zubes Cough Mixture**

1 gross charged as 10½ dozen
6 dozen charged as 5½ dozen

**Snowfire Healing Tablets — all sizes**

3 gross invoiced. 3½ gross sent
2 gross invoiced. 2¼ gross sent
11 dozen invoiced. 1 gross sent
5½ dozen invoiced. 6 dozen sent

**1/8d. Zubes Inhaler**

7 dozen charged as 6 dozen
3 dozen charged as 2¾ dozen

**Balsamic Emulsion — all sizes**

1 dozen sent. 10 only invoiced.

*CONDITIONS* — 14 days window or counter display to be given to qualify for any of these bonuses. Applicable to first order of season for delivery in one consignment. Any of the above bonus offers will be sent carriage paid.

*This bonus to operate at once until October* 31

These products have a national reputation and are nationally advertised. Make sure of your share of sales by displaying them.

*All orders dealt with in strict rotation.*
*Order well ahead of your requirements.*

**F. W. HAMPSHIRE & CO. LIMITED**
**SUNNYDALE · DERBY**

# *Now!*

# *National Advertising..*

# *for Lloyds Adrenaline Cream*

Till now we have not dared use any National Newspapers for Lloyd's Adrenaline Cream, because we could not keep up with the enormous demand created by our advertising in provincial Newspapers.

Chemists in Yorkshire, Lancashire, Northumberland, the Midlands and other areas know how the public flock in to buy when we advertise this wonderful new treatment for rheumatism.

Now, we have been able to increase our production enough to allow us to do National Advertising. Now Chemists in the rest of the U.K. will realise how amazingly rapidly this new line sells.

Order a supply of Lloyd's Adrenaline Cream from your wholesaler today. Otherwise you are sure to miss worth-while sales.

Prices 2 oz. jars 5/-, 4 oz. jars 7/6, less 25½%. Free of Purchase Tax.

*Sole Manufacturers :-*

**HOWARD LLOYD & CO. LTD.**

**20 ASFORDBY STREET, LEICESTER**

*Telegrams : "Colloid, Leicester."* *Telephone : Leicester 5423*

at last "headline"

the new natural shape

CURVED TO FOLLOW THE CONTOUR OF THE HEAD

Spa REGD

No. 33

"HEADLINE'S" quicker and better grooming will appeal to every woman . . . each one of the hundred and ten nylon tufts brushes the hair at every stroke.

A dainty, serviceable brush made in clear tints of pink, blue and green. Packed in an elegant window carton to catch the eye.

*a luxury brush at*

8/11

SPA BRUSHES LTD. FREEMAN WORKS, CHESHAM, BUCKS.

# This Christmas...

# JAFFAJUCE and FOUR SEASONS

*present* **3 Brilliant New Lines** *that will*

**SEND YOUR SALES SOARING!**

★ COMPLETELY NEW PACKS

★ NEW MULTI-COLOURED CARTONS
*(specially designed for display)*

★ ORIGINAL AND NOVEL !

★ WONDERFUL VALUE !

★ IDEAL FOR GIFTS !

## THE JAFFAJUCE THREESOME

**PERFECT FOR THE PARTY HOSTESS**

A highly original group of 3 elegant bottles specially designed to fit the accompanying tray . . . Three varieties of delicious Jaffajuce can easily be carried in one hand — to meet everybody's taste.

RETAILING AT 6/- COMPLETE

**Comprising 3 flavours, ORANGE, GRAPEFRUIT and LIME.**

## THE JAFFAJUCE Cocktail Party Set

**A REFRESHINGLY DIFFERENT GIFT !**

This year the Cocktail Shaker, with combined cap and measure, has 6 matching glasses, all in clear sparkling glass. Cocktail Recipes are enclosed in each carton.

**ALL JAFFAJUCE VARIETIES**

RETAILING AT 6/- COMPLETE

## THE FOUR SEASONS Decanter Set

**FAMILY FAVOURITE !**

The original Graceful Glass Decanter complete with Stopper *PLUS*—6 sparkling glasses to match. Filled with Four Seasons Squash, or non-alcoholic Wine, the Decanter Set will practically sell itself.

RETAILING AT 5/- COMPLETE

**All varieties of Four Seasons Full Strength Fruit Squashes and Non-Alcoholic Wines are available.**

JAFFAJUCE LTD., and CITRUS PRODUCTS CO. LTD., LONDON & GLASGOW

ORDER THROUGH YOUR USUAL WHOLESALER

*In case of difficulty write to :—*
JAFFAJUCE LTD., 87 REGENT ST. LONDON, W1.

# Gillette Christmas sales!

I'm going all out to bring you record Gillette sales this year. For the vital pre-Christmas shopping weeks I'm appearing in a nation-wide advertising campaign featuring the 16, 22, 44, 53 Sets, Blue Gillette Blade Dispensers and Gillette Shaving Brushes. Your customers will see me with my message everywhere. Back me up with good eye-catching display. Make sure your stocks are sufficient to stand a really exceptional demand. This is an outstanding opportunity to make big and profitable sales.

Trade enquiries to your usual wholesaler or direct to Gillette Industries Ltd., Great West Road, Isleworth, Middlesex.

# *Announcing*

# DOLCIN DISPLAY

## AVAILABLE SEPTEMBER

### *GOOD DISPLAY PRODUCED —THIS YEAR WILL*

OUR display bonus offer in the Autumn of 1949 demonstrated most effectively that a good display of Dolcin backed by extensive advertising produced profitable business.

Meanwhile, Dolcin has established itself still more completely as an effective medium in alleviating the painful symptoms associated with all rheumatic disorders. Many chemists have had personal evidence of this fact from grateful customers. There is no doubt that many of those who pass your shop are ready to respond to a display of a product promising relief from the pains of rheumatism.

**STRONG ADVERTISING WILL GIVE YOUR DISPLAY ADDITIONAL SELLING POWER**

During September a large scale, intensified advertising campaign for Dolcin will commence, making regular use of all the principal National, Sunday and Provincial newspapers as well as large circulation periodicals and magazines throughout the winter. The combined per issue sale of these journals is in excess of 60,000,000 copies. *Extra* advertising will be used during the six weeks of the display period.

**SEND YOUR BONUS ORDER NOW!**

After last year's experience many chemists will display Dolcin because they know the value of linking up with powerful extensive advertising, and because they have already *PROVED that Dolcin display brings results*!

# THE 1950 BONUS OFFER!

## 25TH TO NOVEMBER 4TH.

### *EXCELLENT RESULTS LAST YEAR BE EVEN BETTER*

### ★ 100's AT 13 TO THE DOZEN ★

In return for your promise to display Dolcin in your window and on your counter for 14 days, we will meet your orders for Dolcin 100's at 13 to the dozen during the bonus period—giving you 44% profit on cost, or 2/8d. profit on every sale.

**IMPORTANT**

Please send your bonus orders DIRECT TO US AT THE ADDRESS BELOW naming your wholesaler. BONUS ORDERS SHOULD NOT BE SENT TO YOUR WHOLESALER.

Supplies will be dispatched and invoiced through your wholesaler but bonus orders must be sent direct. On receipt of your order we will send you a selection of attractive display material designed to be in keeping with the dignity of your business and the product itself. This display comprises a window centrepiece, showcards, carton crowners, counter leaflet holder with refill leaflets, dummy bottles and cartons.

ORDER EARLY and get the full benefit of the large advertising expenditure commencing in September and continuing through the winter.

**WHAT HAS MADE DOLCIN SO SUCCESSFUL?**

That Dolcin is effective in relieving the painful symptoms of rheumatism is now an accepted fact. Testimony to the truly remarkable results achieved by this new American discovery has been seen by a large number of chemists. Many letters from doctors supporting the original clinical and medical evidence* are on our files, and over 100 hospitals are purchasers of Dolcin.

Dolcin approaches the problem of Rheumatism from a new angle. It is directed at causes as well as effects. Dolcin stimulates blood circulation, improves cellular respiration, and increases oxygenation by the tissues, thereby assisting the restoration of normal metabolism. The special balanced compound of calcium succinate and acetylsalicylic acid in Dolcin enables a sufficiently substantial dosage to be administered so that speedy and prolonged benefit is derived without the danger of toxicity. Dolcin is definitely NON-TOXIC.

* "*Succinate-Salicylate Therapy in Arthritis*", *M. M. Szucs, M.D., Ohio St. M.J. Oct.* 1947.

**DOLCIN**

Regd. Trade Mark

*Sole Distributors :*

**TAMPAX LTD.**

*Sales Office :* **110 Jermyn Street, London, S.W.1**

# PHARMACEUTICAL EMULSIONS & EMULSIFIERS

## by L. M. Spalton, B. Pharm., M.P.S.

Today, the pharmacist is faced with an almost bewildering assortment of emulsifying agents, all having varying properties and requiring different methods of treatment.

In this book the considerable range of these products has been classified, together with essential practical points about their pharmaceutical use. It contains chapters devoted to the theory of the formation of emulsions, properties of different emulsifying agents (classified into groups according to their structure and characteristics), the formulation and preparation of emulsions, the general methods of preparing emulsions with details of technique and causes of emulsion separation, preservation and storage of emulsions etc.

The practical uses of emulsifiersi s dealt with at considerable length, together with methods of handling each type of emulsifying agent and full notes of incompatibilities and other matters.

The book also contains a classified index of over 300 emulsion agents used in the Drug, Toilet and Cosmetic trades and other industries, with references to their composition, type and uses together with an index of manufacturers.

Useful and up-to-date — this book provides essential information in concise form.

EVERY PHARMACIST SHOULD POSSESS A COPY

**5/6** post free

*Send remittance with order to :—*

**The Publisher, THE CHEMIST & DRUGGIST**
**28 Essex Street, Strand, London, W.C.2**

# *Your customer with a dental plate needs an Addis* 88

Half the women who come into your shop have a dental plate — so have many of their husbands — and every one is a customer for Addis 88. There is no other brush like it. With its correctly-shaped handle and its *three* heads for thorough cleaning, it *looks* efficient, it *is* efficient. And it's the only denture brush regularly advertised in big circulation nationals ! You get a display card free with every dozen. Retail price 3/6d. each. Your price 23/4d. per doz. plus P.T. Order from your wholesaler.

## *Addis* 88

Regd.

MADE BY ADDIS LTD. OF HERTFORD, MAKERS OF THE FAMOUS WISDOM TOOTHBRUSH

STORAGE MADE SIMPL

"SECO" STEEL STORAGE EQUIPMENT

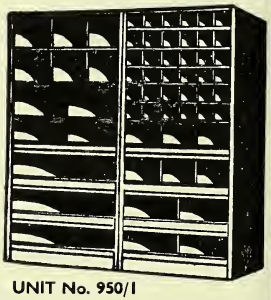
FOR FACTORIES AND STORES

SECO Steel Equipment is suitable for all storage requirements, giving maximum storage capacity in the minimum floor space. A SECO Standard Unit is available to suit your every storage need. All units can be easily assembled with a screwdriver and spanner by unskilled labour on site. We also undertake the production and installation of storage equipment to customers' own specifications. The illustrations show a few standard units from the SECO Range. Send for List C.D.

**The STEEL EQUIPMENT CO., LTD**

Greets Green, West Bromwich, Staffs.

*Phone:* TIPTON 1137-8-9 *Grams:* Equipit, West Bromwich



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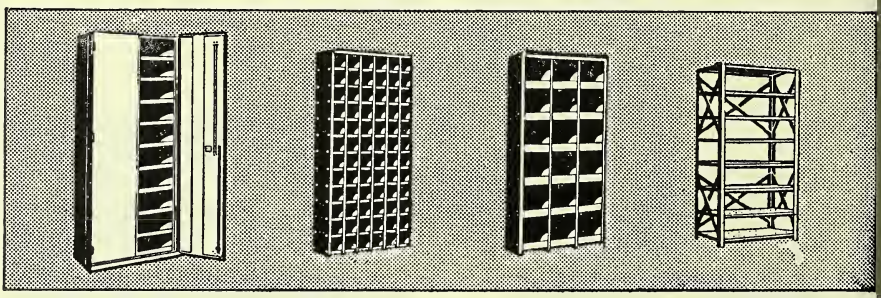

4 L.G.B.

**Medical Bottles**

*All Descriptions—*

FLATS, VIALS, POISONS, PANELS, JARS and CORKS

HOSPITALS and CHEMISTS *RECEIVE* OUR SPECIAL ATTENTION

QUICK DELIVERY THROUGHOUT HOME and SOUTHERN COUNTIES

*Write:*

**GEO. RICHARDSON MEDICAL BOTTLES LTD**

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**SURGICAL APPLIANCES**

*(Actual Manufacturers)*

BELTS · TRUSSES

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SUSPENSORY BANDAGES

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SHOULDER SUPPORTS

ETC.

*Prices on application*

THE SURGICAL APPLIANCE CO. LTD.

Manor Road Works

TWICKENHAM · MIDDLESEX

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# THERE ARE MANY SALES

# BECAUSE THERE ARE MANY USES

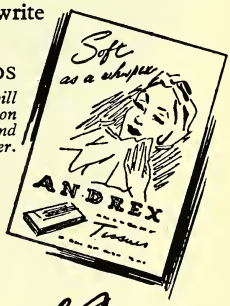
The first of a new series of press advertisements that is going to make women look for ANDREX tissues in *your* shop.

ANDREX handkerchief tissues — by the makers of the popular Andrex toilet tissues — make quick sales because they are so very versatile. Women always buy them to keep handy in case of colds in the family. They are extra soft, fully hygienic, and save laundering. But there are also a hundred and one other uses for them in bedroom, nursery, office and kitchen. Put them on display and hear your customers say, "That's just what I want!"

There are two sizes: BOUDOIR PACK containing 100 tissues, retail price 1/-; and the POPULAR FAMILY PACK with three times the quantity (300 tissues), retail price 2/6. Obtainable now from your wholesaler. If you have difficulty in obtaining supplies please write to the manufacturers.

FREE SHOWCARDS

*The new showcard will add colour and distinction to your counter and pounds to your turnover. Send for yours now.*




*Brilliant new pack! Pre-war Prices!*

# ANDREX

HANDKERCHIEF *Tissues*

**St. Andrew Mills Ltd., London. E.17. (Wholesale only)**

# PREVENTION of DAMAGE BY PESTS ACT, 1949

This Act, which is now in operation, place obligations on all occupiers to deal with in festation by rats and mice. The Pharmacis knows that many diseases, Murine Typhu Fever, Plague, Salmonellosis, Leptospirosi Rat-Bite Fever and Trichinosis are definitel attributable, in many cases, to infection fro rats. Thus the importance of the new legisl tion dealing with the destruction of rats ca be realised.

## ALL SPECIES OF RATS and MICE *ARE KILLED BY RODINE!*

The service and recommendation of the Pharmacists throughout the Country can and does exert a tremendous amount of good in helping people to destroy rats and mice.

***Both types of Rodine, Rodine Phosphorus and Rodine Red Squill, are simple to use and certain to kill. Stock both types and you will never miss a sale.***

## *You are wise to recommend*

# RODINE

P.A.T.A.

## THE POSITIVE RAT KILLER

*Sole Makers:*

**THOMAS HARLEY LTD., PERTH, SCOTLAND**

# JOHN & E. STURGE LIMITED

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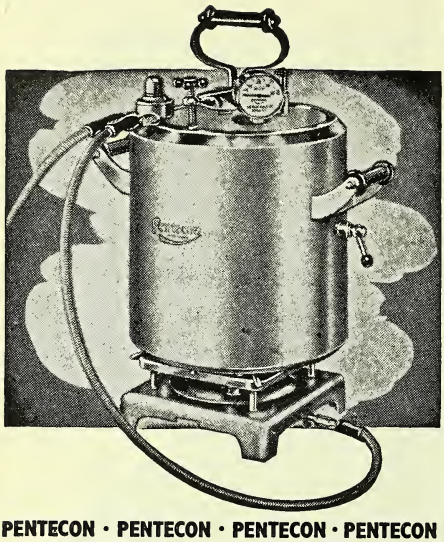
*Manufacturers of fine Chemicals since 1823*



PENTECON · PENTECON · PENTECON · PENTECON

# the advantages of the PENTECON Autoclave

## THERMOSTATIC CONTROL

The thermostat, independent of the pressure factor is the most accurate means of obtaining a consistent temperature. Designed for use over a gas ring or portable burner, it is constantly in control, after initial adjustment to suit the requirements.

Made from a special formula aluminium, the 'Pentecon' is light and handy to move about. The lid design provides a steam-tight joint, which cannot be opened under pressure.

To use saturated steam, allowing operation at lower pressure in relation to temperature, an Air Blow-off Valve is fitted. A Pressure Regulator Valve whistles when the required temperature is reached.

The temperature of a liquid in an open vessel within the 'Pentecon' can be checked by previously inserting a chemical thermometer through a gland in the lid.

CAPACITY—11" x 10½". Contents approx. 26 pints or seven 20 oz., or M.R.C. Standard Blood Bottles.

The 'Pentecon' is economical in price and operating costs. Price (excluding gas ring and flexible tubing, which are not supplied) . . . . . **£16.16.0**

A fully descriptive leaflet will be sent, post free, on request to Dept. 3, Pentecon, Ltd., Accrington. Please mention the name and address of your normal supplier.

**PENTECON LTD. ACCRINGTON**



*With a name that is a guarantee and a recommendation*

# Southalls

## PAPER HANDKERCHIEF

MAKE SURE that you are fully stocked up wi these paper handkerchiefs that bear a famou name—order them now from your whol saler. They sell to the public in attracti packets, 20 for 6d., and are supplied to y in parcels of 3-dozen packets, at the tra price of 49/3d. per gross packets. Southal paper handkerchiefs are 9" square, with a embossed fancy border, and are made of 3-p pure cellulose wadding.

SOUTHALLS (Birmingham) Ltd.

SH.I.



# GOING GREY?

Perfectly Harmless

*Keep it* **DARK** *with*

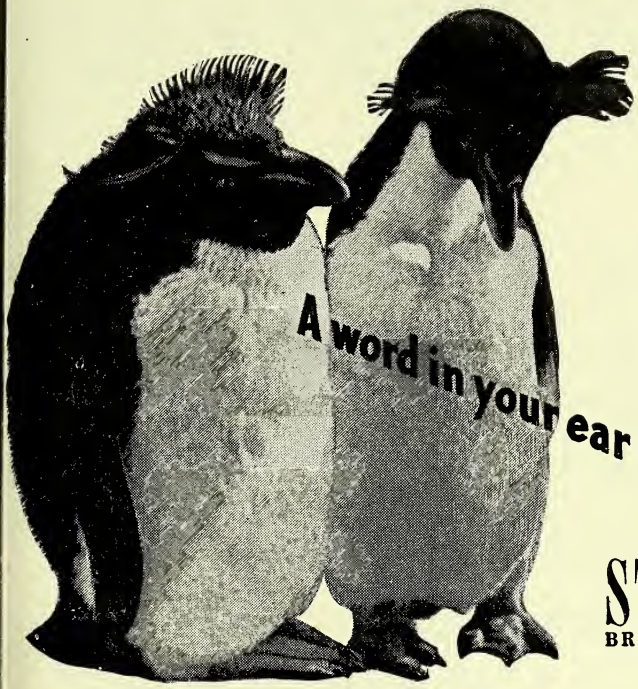
# SHADEINE

*— Your SALES are assured if you stock SHADEINE !*

Still the best hair tint. In all natural shades. Stocked by all wholesalers. Trade prices—1 oz. 15/5 per doz., 2 oz. 28/3 per doz. Purchase Tax 100% Retail prices 3/- and 5/6 per bottle respectively.

**THE SHADEINE CO**

**49 Churchfield Rd. Acton, London, W.3**

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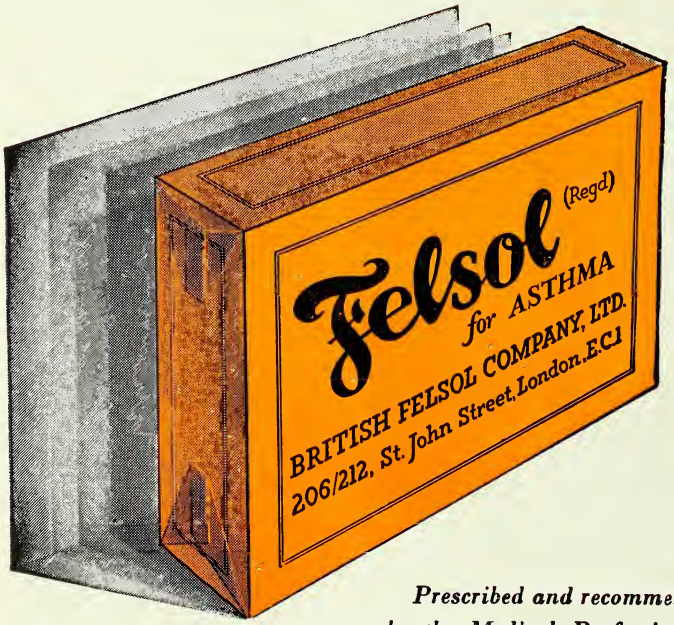
As one wise bird to another, it's "purity" and "quality" that count in chemicals. Every Sterling Chemical is PURITY TESTED for standard reliability—that is why it is safe to specify Sterling Brand Chemicals which have been giving satisfaction for more than a hundred years. Thomas Tyrer & Co. Ltd., are always pleased to investigate the manufacture of any unusual chemicals to suit the needs of any particular industry.

**THOMAS TYRER & COMPANY LIMITED**
STRATFORD, LONDON, E.15

The CHEMIST AND DRUGGIST
SEPTEMBER 23, 1950

*The ethical medical preparation for the treatment of Asthma*

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